

# GRAIN DEALERS JOURNAL

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Robinson & Jackson, gr. com. merchants.\*

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Urmston Grain Co., grain commission.\*

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Thistlewood & Co., grain and hay.

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Mumford & Co., W. R., grain, hay, millstuffs.\*  
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Norris Grain Co., grain merchants.\*  
Paynter, H. M., grain and field seeds.  
Perrine & Co., W. H., grain and commission.\*  
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Quinn, Geo. B., grain commission.\*  
Rosenbaum Bros., receivers, shippers.\*  
Rothschild Co., D., barley and malt.  
Rothschild Co., The Moses, general grain com'n.\*  
Rumsey & Company, grain commission.\*  
Sawyers Grain Co., grain commission.\*  
Schiffin & Co., P. H., commission.\*  
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Hutton, Collins & Frenzel, grain brokers.

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Ayres Mercantile Co., The, F. C. milling wheat.\*  
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Crescent Mill & Elevtr. Co., The, wheat, corn, oats.\*  
Denver Elevator Co., The, grain merchants.\*  
Farmers Grain Co., receivers, shippers.\*  
Harrington Plumer Merc. Co., The, alfalfa hay.  
O'Donnell Grain Co., wholesale grain.\*  
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Simmons & Co., F. J., grain, hay and straw.\*  
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McCabe Bros. Co., grain commission.\*  
Randall, Gee & Mitchell, grain commission.\*  
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White Grain Co., receivers and shippers.\*

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White Grain Co., The, receivers and shippers.

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### FRANKFORT, IND.

Frank & Co., Wm., grain brokers.\*

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#### Board of Trade Members.

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Wisrodt Grain Co., wholesale grain eltr., facilities.\*

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### HASTINGS, NEBR.

Stockham Grain Co., E., whole grain & feed.\*

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Rothschild & Co., Sigmond, domestic expt. grain.

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Equity Com'n Co., grain, feed, mill prdts.\*  
Gano Grain Co., grain merchants.  
Goffe & Carkener, receivers & shippers.  
Hayes Grain Co., John, receivers & shippers.  
Hinman-Yates Grain Co., The, grain & feed.  
Hugoton Elevtr. & Whse. Co., kafir, milo maize.\*  
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Jennings Grain Co., C. D., consignments.  
Kemper Grain Co., receivers & shippers.  
Larabee Flour Mills Co., want milg. wheat.\*  
McClure Grain Co., J. B., grain & seeds.  
Pettit Grain Co., L. H., gr. com., recvrs., shprs.\*  
Turon Mill & Elevtr. Co., recvrs. & shprs.  
Rock Mill & Elevtr. Co., wheat, corn, oats.  
Union Grain Co., milg. wheat, kafir, milo.

### INDIANAPOLIS, IND.

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Bingham-Hewett-Scholl Co., grain merchants.\*  
Boyd Grain Co., Bert A., strictly brkg. & com.\*  
Central Grain Co., H. E., recvrs. and shippers.\*  
Kinney Grain Co., H. E., receiver and shipper.\*  
Merchants Hay & Grain Co., grain, hay, feed.  
Miller Grain Co., receivers grain and hay.  
Minor, B. B., grain consignments solicited.  
Montgomery & Tompkins, receivers and shippers.  
Mutual Grain Co., grain commission.\*  
Star Elevator Co., grain merchants.\*

### INDIANAPOLIS—Continued.

Urmston Grain Co., receivers & shippers.\*  
Witt, Frank A., grain commission & brokerage.\*

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#### Board of Trade Members.

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Denton Kuhn Gr. Co., consignments.\*  
Einst-Davis Grain Co., commission.\*  
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Fox-Miller Grain Co., receivers and shippers.  
Goffe & Carkener, recvrs. and shprs. of grain.\*  
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Kemper Mill & Elevtr. Co., grain and feed.\*  
Logan Bros. Grain Co., grain merchants.\*  
Mensendieck Grain Co., consignments.\*  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., receivers & shippers.\*  
Moss Grain Co., consignments, future orders.  
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Norris Grain Co., grain merchants and exporters.  
Parker Corn Co., corn, oats, kafir, milo.\*  
Reaben Grain Co., E. E., grain, flour, millfeed.\*  
Sculiar-Bishop Grain Co., consignments.  
Smith-Vincent & Co., recvrs., shprs., expts.\*  
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Thresher Fuller Grain Co., grain commission.\*  
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Watkins Grain Co., commission merchants.\*

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Fagg & Taylor, shprs. corn, oats, barley.\*  
Franke Grain Co., receivers and shippers.\*  
Kamm Company, P. C., barley and rye.\*  
Owen & Brother Co., grain commission.  
Rialto Elevtr. Co., grain-receivers & shippers.\*  
Stacks & Kellogg, grain merchants.\*

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Winter-Triesiedl-Ames Co., grain com.\*  
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## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

### NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

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Mercer, Frazier & Holloway, field seeds & grain.

### NEW CASTLE, PA.

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Crowell Elevator Co., receivers, shippers.\*

Holmquist Elevator Co., receivers and shippers.\*

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Merriam Commission Co., consignments.

Oline Grain Co., consignments.

Omaha Elevator Co., receivers, shippers.\*

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United Grain Co., grain commission.

Welsh Grain Co., grain, hay consignments.

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Consumers Grain Co., grain receivers.\*

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Miles, P. B. & C. C., grain commission.\*

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Rumsey, Moore & Co., grain receivers.\*

Smith-Hamilton Grain Co., brokerage.

Tyng, Hall & Co., grain commission.\*

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Dunwoody Co., Est., flour, grain feed.\*

Graff & Son, L. G., receivers and exporters.

Lemont & Son, E. K., hay, grain, millfeed.\*

### PHILADELPHIA—Continued.

Miller & Sons, L. F., grain, seeds, hay.\*

Richardson Bros., grain, flour, millfeeds.\*

Richardson, Geo. M., grain and feeds.\*

Stites, A. Judson, grain and millfeed.

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Hardman & Heck, grain, hay and millfeed.\*

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Herb Bros. & Martin, grain and hay.\*

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Smith & Co., J. W., grain, hay.\*

Stewart, D. G., grain, hay, feed.

Walton Co., Samuel, grain and hay.\*

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### PONTIAC, ILL.

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### SAGINAW, MICH.

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Graham & Martin Grain Co., grain commission.\*

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Marshall-Hall Grain Co., grain com.

### ST. LOUIS—Continued.

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Langenberg Bros. Grain Co., grain commission.\*

Morton & Co., grain, hay and seeds.

Mullally Com. Co., Martin, consignments.\*

Nanson Commission Co., grain commission.\*

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Seele Bros. Grain Co., grain commission.

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Paddock Hodge Co., The, receivers and shippers.

Rundell & Co., W. A., grain and seeds.\*

Southworth & Co., grain and seeds.\*

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Burdg Grain Co., Clark, consignments.

Craig Grain Co., J. W., consign'ts & mill orders.\*

Hacker Grain Co., revrs., shpr. grain feed.

Harold Grain Co., J. R., milling wheat.

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Kansas Milling Co., The, millers and grain dealers.

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Kelly Grain Co., Edward, consignments.\*

Kemper Grain Co., The, receivers and shippers.\*

Marshall Hall Grain Co., exporters.

Norris Grain Co., The Exporters.\*

Powell & Co., L. H., receivers and shippers.\*

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Members

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DULUTH - - MINN.

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Members

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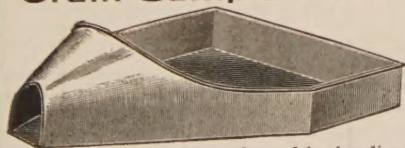
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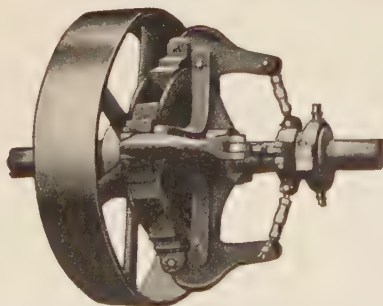
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Thoroughly equipped to handle your shipments.  
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Clutches on your line shafts and machines.  
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HEALTHY  
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all kinds of small grain.

Handy to operate—light-  
est running. 10 sizes: 2 to  
25 h. p., capacity 6 to 200  
bushels. Conical shape  
Grinders. Different from  
all others.

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different feeds and manures.

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Then consult the "Elevators  
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Increases  
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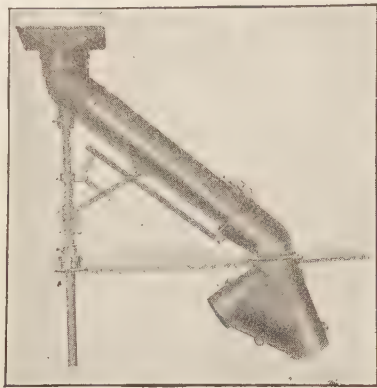
100%  
PRODUCTION  
(DAYLIGHT)

100%  
PRODUCTION  
(MAZDA LIGHT)

60%  
PRODUCTION  
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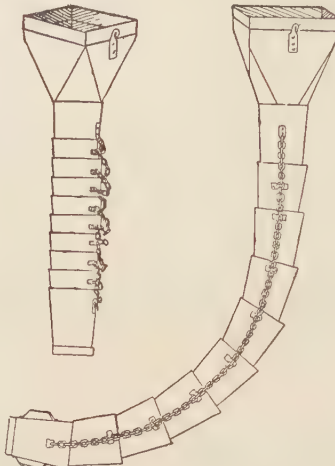




### The American Signalling Overflow Distributor

This is one of the most popular and up-to-date distributors in use; prevents elevator from choking; and the only distributor on the market that carries full capacity of elevator without choking. Manufactured from heavy cast iron and sheet steel. Write for special prices, stating number of bins and distance from work floor to elevator head.

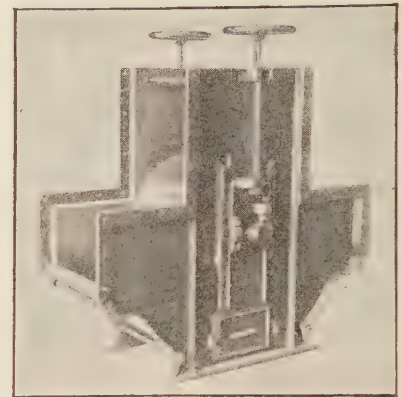
### American Flexible Chain Loading Spout



#### Flexible Loading Spouts

This is one of the most durable and satisfactory spouts manufactured. The chain lugs are of heavy steel and will not break. Furnished in any length; either round or square head. Sizes 6", 8" and 10" in diameter and made of 14, 16 and 18 gauge steel.

Our catalogue showing complete line of elevating and conveying machinery upon request.

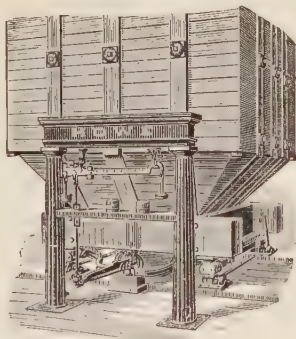


### Improved Non-Chokable Elevator Boot

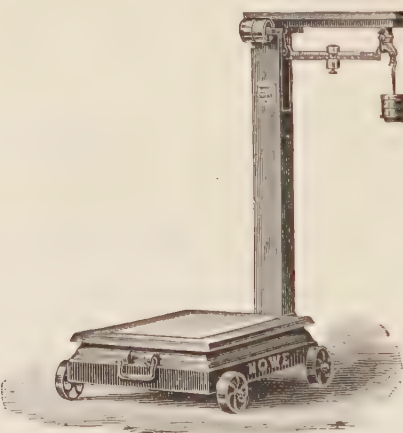
The entire boot is re-inforced with extra heavy flanges. The take-up boxes are absolutely dust proof. It is made extra strong to support the entire weight of leg, head, belt, buckets loaded or empty. Oscillating bearings equipped with hard oilers. Pulleys are 18" in diameter for all widths of belt. Prices upon application.

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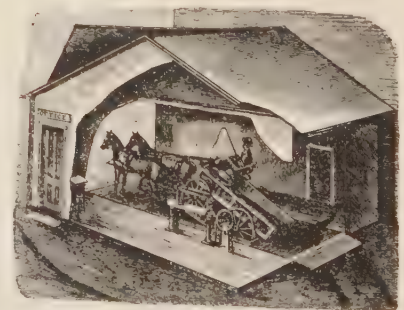


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Hopper Scales  
Dump Scales  
Dormant Scales  
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If your business is buying and selling by the lineal yard or rod, you use the most accurate rule, yard stick or tape line you can possibly buy. If your business is buying and selling by weight, you ought to have the best and most accurate scale made. We

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Distributors for Howe Scales

## NEBRASKA SCALE AND SUPPLY COMPANY

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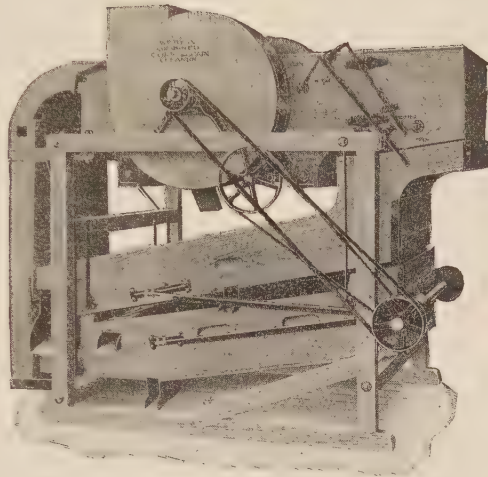


"Western" Regular Warehouse Sheller



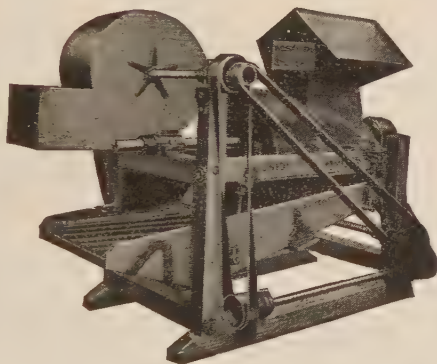
"Western" Pitless Sheller

**WESTERN  
LINE**

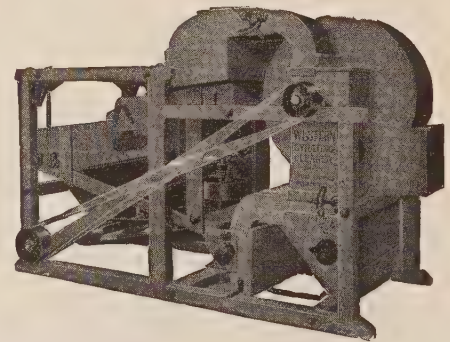


"Western" Combined Corn and Grain Cleaner

**WESTERN  
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"Western" Mill Sheller



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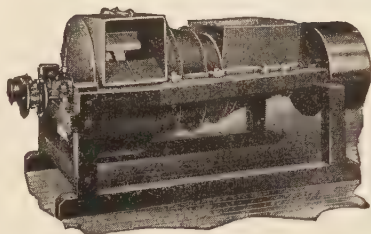
## The Pinnacle of Perfection

in grain elevator equipment was long ago attained by the WESTERN Line. It has been on the market for over forty years and has always given perfect satisfaction to its users. If you are in need of any grain handling machinery you should investigate the WESTERN Line. Do not put this matter off until the new crop begins to move, but get busy and fix up the weak parts of your business at once. It will pay you to be ready for the grain when the farmers bring it to your door. Tell us what you need and we will gladly tell you just what we have to supply this need to your entire satisfaction.

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Decatur, Illinois



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We pride ourselves in the fact that we were the original patentees of the Fan Discharge Corn Sheller, and, in bringing this improved sheller before the public, we feel that we are offering the user of such a machine the very best on the market; a shelling quality of long standing, and our advantages will appeal to all.

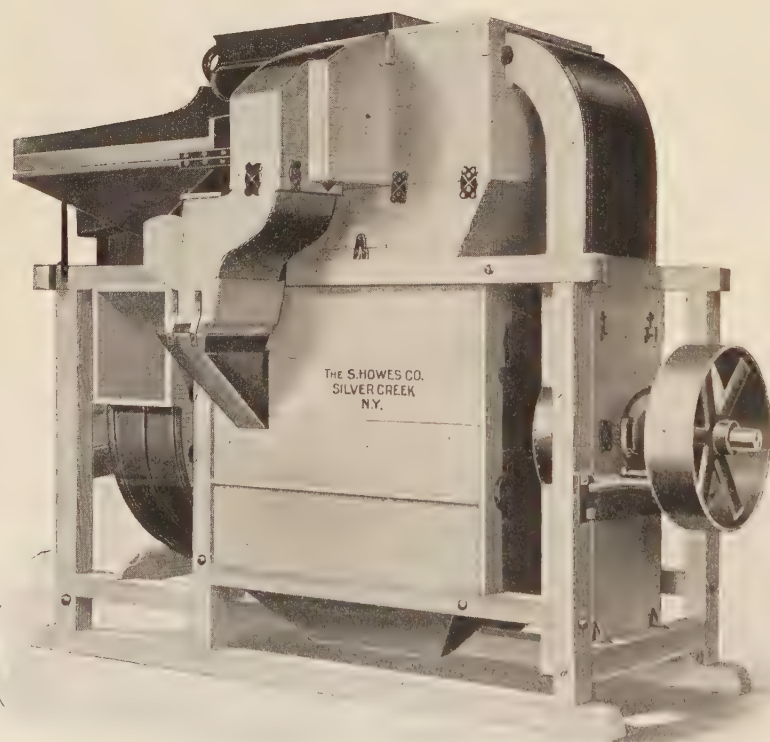
All our shellers are now mounted on heavy wood frames, however, we can furnish you with an all iron sheller if you prefer.

The cylinder and fan are separate. The fan is of new and improved design, which eliminates the dust annoyance. The shelling teeth are all chilled to insure durability, and shells have ribs to make them stronger. The drum is made in three pieces, thereby reducing repair cost. This sheller is the quickest and cheapest installed of any on the market. Not depending on gravity feed to the boot, the expense of cemented pit, shell tank and lower hopperings are saved, for the boot sets up on a level with the sheller where the operator can get at it in comfort.

There are many more features of this sheller that you should know about, and if you will write either firm, it will be forthcoming without delay.

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**B. S. CONSTANT MFG. CO.**  
BLOOMINGTON, ILL.



"Eureka" Oat Clipper  
with ball bearings, self-balancing shoe  
and die-cast clipping case

## JUST SOLD

one of these 1500-bushel

### EUREKA OAT CLIPPERS

to the Ralston-Purina Co., for  
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Another instance of where a  
buyer preferred quality  
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Wherever you see this emblem



you will find an oat clipper  
that is giving continuous sat-  
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**The "Eureka"**

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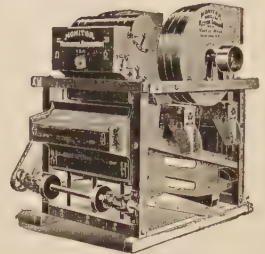
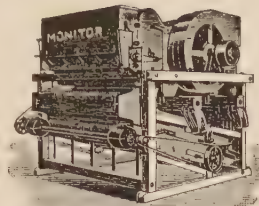
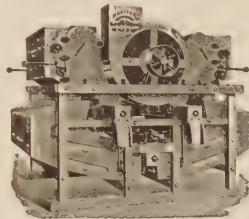
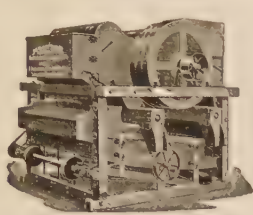
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SILVER CREEK, N. Y.



# Grain Cleaners

Monitor

137 Models embracing a greater number of clean cut, important advancements in Cleaner designing and building than are to be found in any other line.



**Most used in 85% of the most modern, large capacity elevators**

**HUNTLEY MFG. CO., Silver Creek, N. Y.**

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Separate pages are devoted to each kind of grain, thus simplifying the recording of each contract. This form covers facing pages, the left hand pages being devoted to a record of contracts for—Purchased, under which the following information is entered: "Date, From Whom Bot, Bushels, Grade, Delivery, Price, By Whom, How and Remarks."

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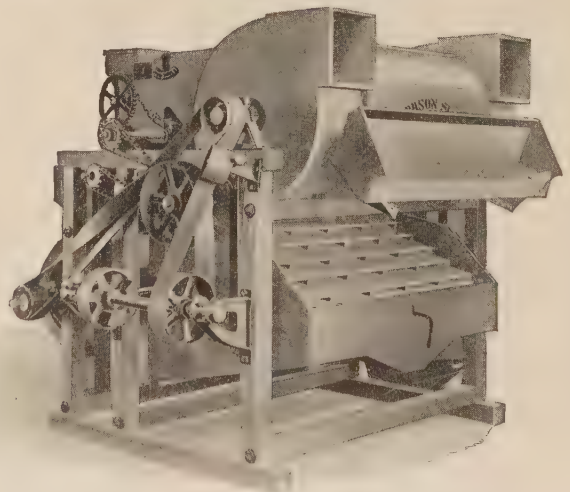
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**Large Capacity** **Close Work**

Powerful Undershot Blast. Triple Suction Automatic—Self-adjusting Force Feed, cannot become clogged. Six Gang Zinc Sieves. Ample Seed Screen.

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Eliminates all guess work and saves all the WHEAT.

Farmers prefer selling where dockage is determined with the EMERSON TESTER.

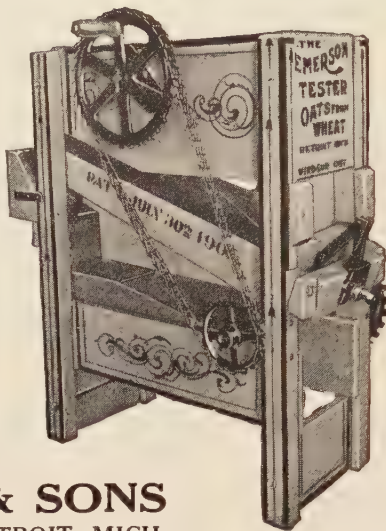
Pays for itself in a very short time. Pleases the farmer as he sees the dockage is on the square.

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and is giving excellent service.

The machine is equipped with three sets of screens, 9x12, built in 5 sections each. Handling 35,000 bus. in 10 hours this machine will give four samples of screenings and of dust after passing through seven distinct air shafts. Blowing and screening over one screen this machine has a capacity of 8,000 to 9,000 bus. per hour.

Smaller machines of the same type are made in sizes from one foot up.

Write for additional information.

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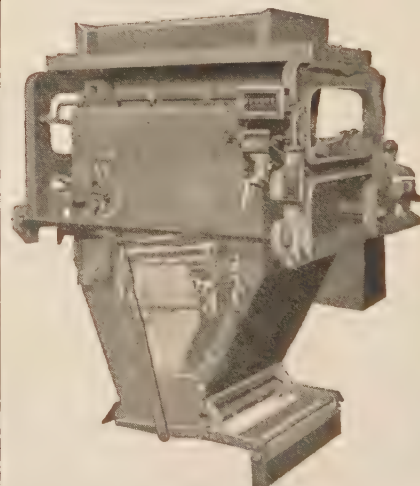
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## ELEVATOR MACHINERY

**G**RAIN DRYERS—All sizes, CRUSHERS, SHELLERS and MILLS CONVEYORS and ELEVATORS, CHAIN BELT and SPROCKET WHEELS, OAT MEAL and PEARLED BARLEY MACHINERY, HOMINY MILLS

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Springfield Ohio

**SCIENTIFIC**



You can weigh the same weight per discharge on all standard grains, whether 32 pound oats or 60 pound wheat, with a

## Fairbanks Automatic Scale



*You  
Don't Have  
to Change the Weights*

*Note these*

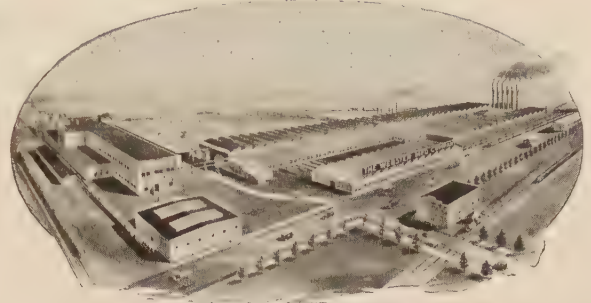
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The Webster Factory at Tiffin, Ohio

WE could not successfully manufacture elevators, belt and screw conveyors, spouts, car pullers, clutches, and so on, unless a thorough understanding of elevator and mill problems and practices, an efficient corps of engineers, and a large and fully-equipped factory, all backed by forty years of practical experience, were at your service.

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*is the only device that  
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The No. 29 B. Seed and Grain Cleaner is unequalled for its fine work on Clover, Timothy and all fine seeds of this nature. Has four full length screens, with traveling brushes under each. Seed passes over each screen which means 4 distinct cleanings are given. Then the seed or grain is air weighed by a vertical blast governed by our special air controller. Plump grains are dropped back, and the lighter chaff and small grains are carried away. By all means investigate this machine. It should be your first step toward the purchase of a cleaner.

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Reduces insurance, time, labor expense.  
No power necessary to operate. Absolutely safe.

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Flexible; made of the best steel; any length.  
Changeable sections.

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Birchard patent. Steel. Will eliminate all  
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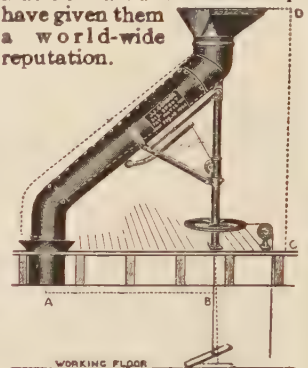


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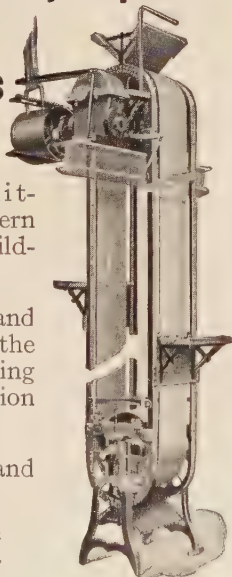
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Especially suit-  
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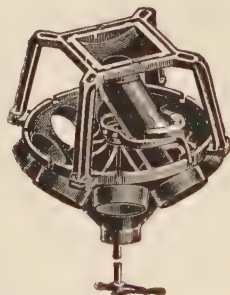
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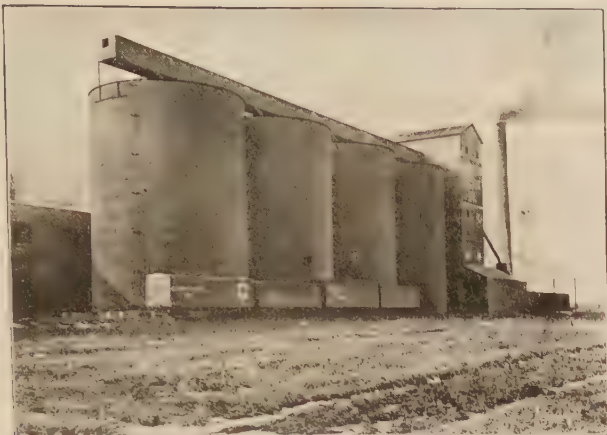
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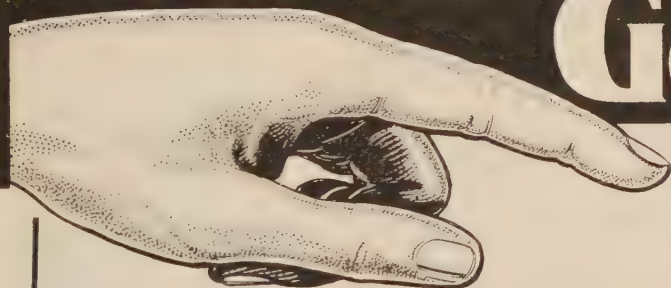
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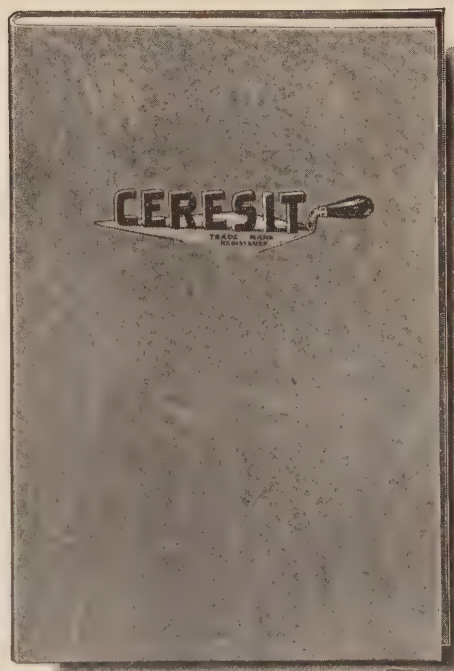
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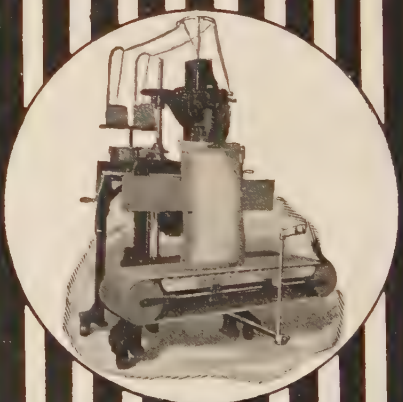
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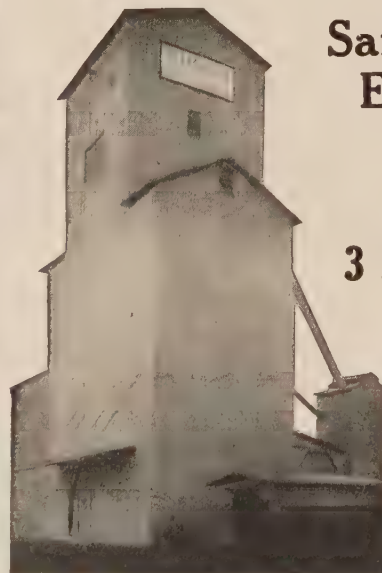
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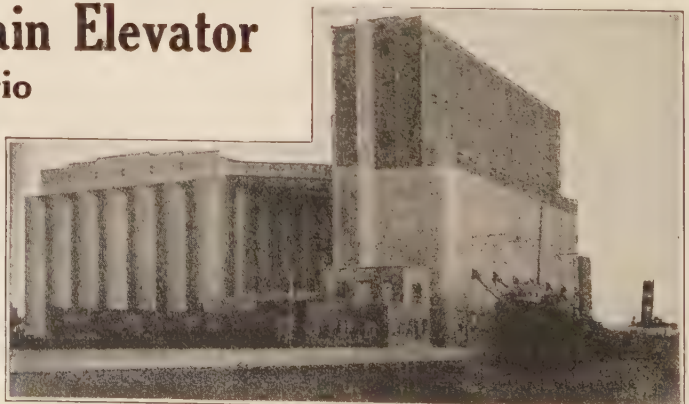
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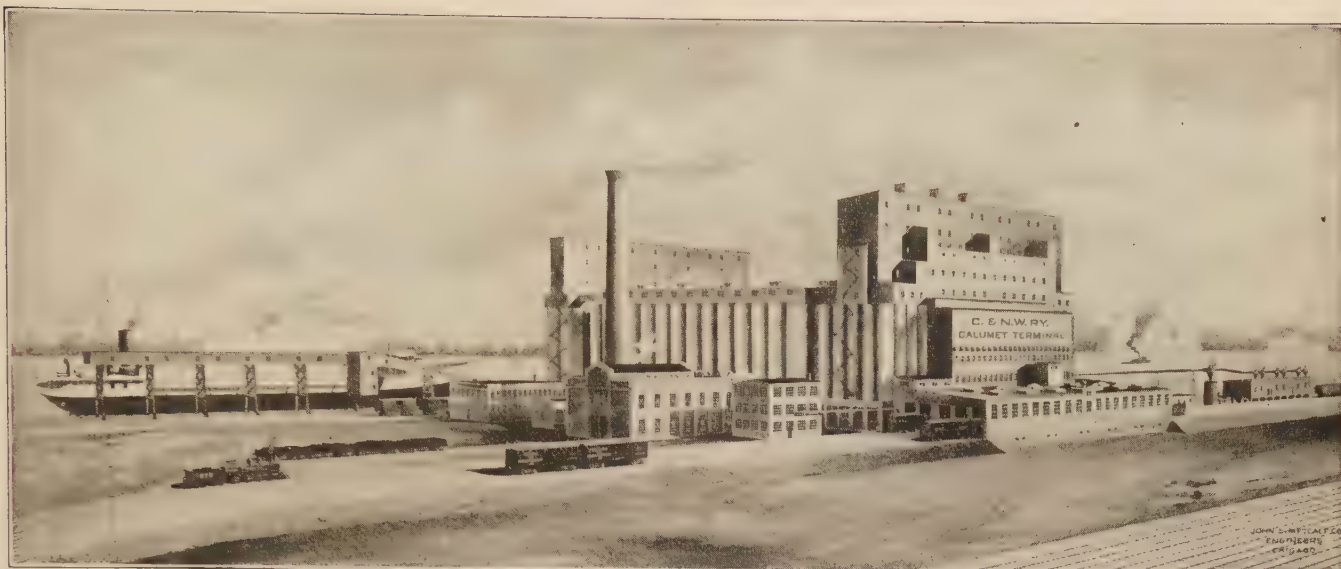
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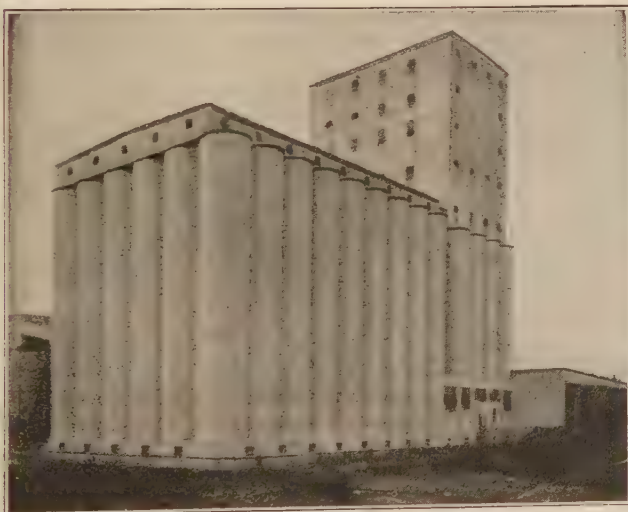
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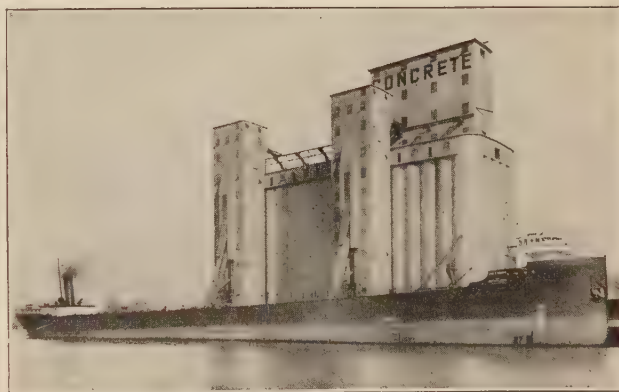
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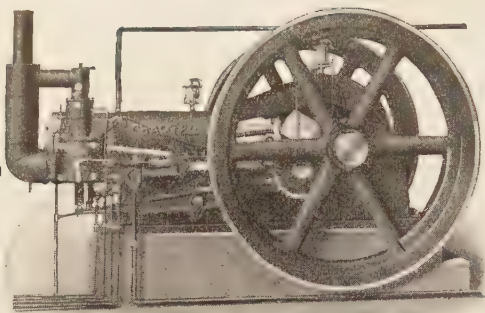
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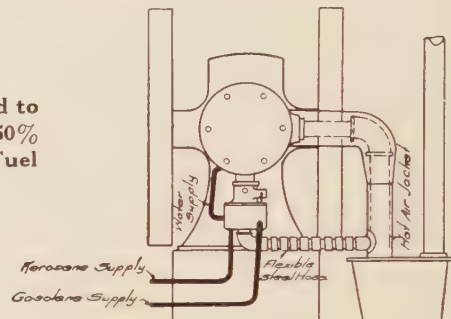
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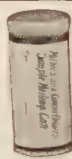
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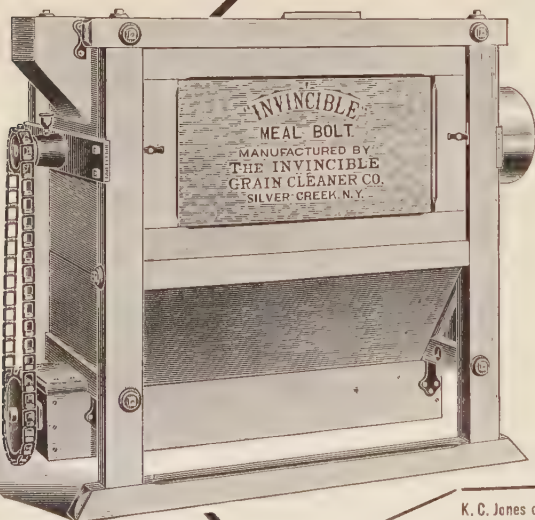
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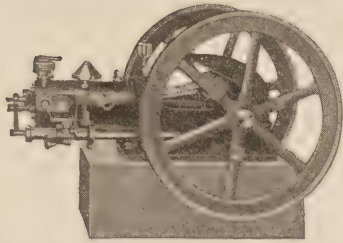
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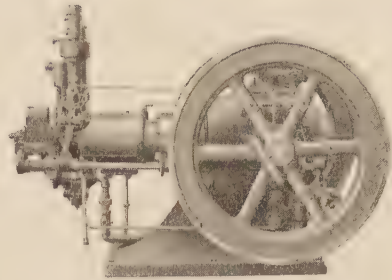
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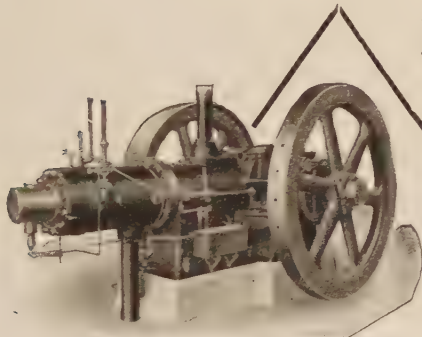
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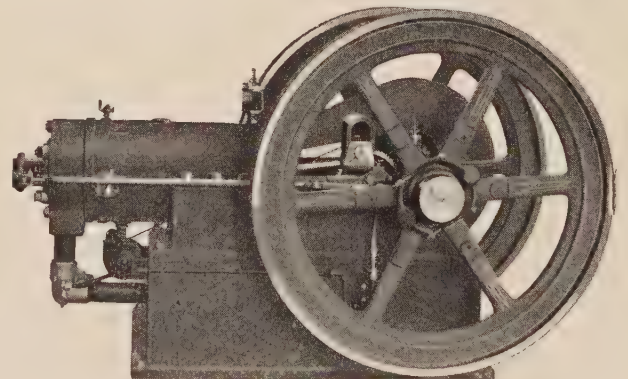
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Horse Power

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## From Lightest to Heaviest Work The LAUSON Kerosene Engines Are Supreme

Lauson Kerosene Engines are designed to meet every power need of the elevator or mill in the most economical manner. They are built for real engine service.

They start and pull full load instantly. **No Cranking, No Batteries, No Torch.**

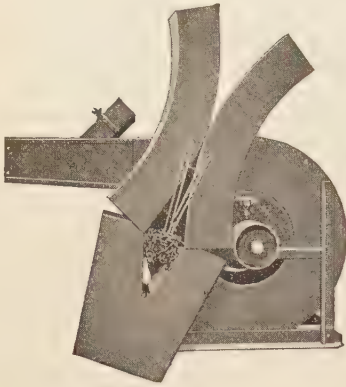
They are well balanced, and run as smoothly as a steam engine. Strong, durable and thoroughly dependable. Built for those who want the best in sizes from 2½ H.P. to 100 H.P.

**THE JOHN LAUSON MFG. CO.**

65 Monroe St., NEW HOLSTEIN, WIS.



## No Doors Needed in Tops of Cars



No need to scoop grain in dirty, dusty cars. Five minutes' talk with any user of a Boss Air Blast Car Loader will convince you.

Bucklin Co-Operative Assn., Bucklin, Kas., says: "Best loader on the market."

O. N. East, Milmine, Ill.: "Loads the cars without scooping and improves the grades."

Mt. Pulaski Grain Co., Cornland, Ill.: "Certainly highly pleased with your new loader. Loads every car to full capacity without shoveling and improves the grades."

Ochs Grain Co., Hoisington, Kas.: "We think we have the best car loader of any elevator around here. Many elevator men have called in to see it."

We might go on naming user after user who has gotten away from loading troubles entirely by installing a Boss Air Blast Car Loader.

Every car loaded to full capacity without shoveling. CANNOT injure the tenderest grain. Grades improved. 30 days' trial allowed. Simple and easy to install. Write for complete catalog today. It will pay you.

**MAROA MANUFACTURING CO., Dept. G., Maroa, Ill.**

**I**F you are really anxious to learn the true merits and economical service of a

**Combined Grain Cleaner and Pneumatic**

## CAR LOADER

become acquainted with any user. We will gladly send list.

**Why you should install the MATTOON**

It is impossible for it to mill or crack the grain.

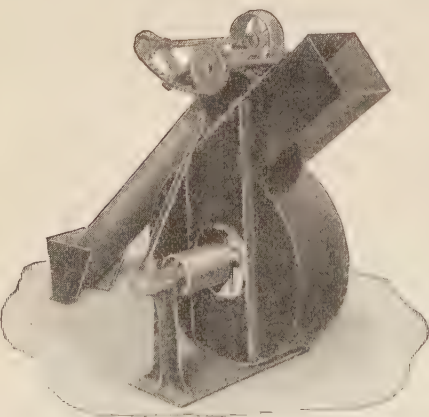
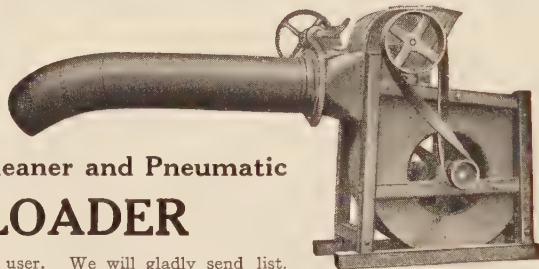
It will fill largest cars to full capacity, without any labor in the car.

Strong and durable, automatic in action, and requires no attention after starting.

Constant moving of pneumatic tube as it loads the grain prevents dust from gathering in center of car. Cools and dries the grain as it passes through the air.

Write for list and circulars

**MATTOON GRAIN CONVEYOR CO., Mattoon, Ill.**



## Whether You Build or Remodel

you want the most simple and up-to-date equipment, and that is the BERNERT line of pneumatic grain handling machinery. If you are in need of a Conveyor, Pitless Elevator, Car-loader, Combined Elevator and Car-loader, or Track-loader, both stationary and portable, etc., then do not wait, but write today for catalog and descriptive matter to the

**BERNERT MFG. CO.**

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Everything in Pneumatic Grain Handling Machinery

## TONS to Dollars and Cents

Designed primarily for use of Coal and Hay Dealers. This book of tables shows at a glance the cost of any number of pounds of coal or hay at any price per ton from \$1.00, \$1.25, \$1.75, \$2.00 and so on to \$14.00. It is especially adapted for retailers. It is well printed on good paper, and bound in cloth. It has a marginal index. Size of book 4½x8½ inches, 110 pages. Price, \$1.00.

**GRAIN DEALERS JOURNAL**

La Salle Street, Chicago, Ill.

THE BEST MARKET FOR  
**RUBBER GANDIE**

OLD **BELTING** USED

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Write at once for prices

**NATIONAL BELTING & SALVAGE CO.**

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**MILWAUKEE, WISCONSIN**

## The LORENZEN

**Automatic Grain Distributor**

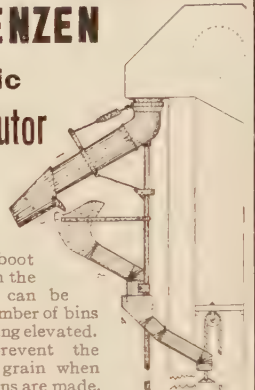
You experience no choke-up when this Distributor is used. It shuts off the grain in the boot automatically when the bin is filled. It can be shifted past any number of bins while the grain is being elevated. Guaranteed to prevent the slightest mixing of grain when shifts to different bins are made. Suitable for any size elevator.

Write for circular.

**THOS. C. LORENZEN**

Inventor and Patentee

**UPLAND - NEBRASKA**



## THE AUTOMATIC DUMP CONTROLLER

This Dump Controller is a device for controlling the uneven drop of the ordinary wagon dump. It is attached to the front end of the dump, under the floor.

In the dropping of the dump, the weight comes on an oil cushion. This oil is allowed to pass from one end of the cylinder to the other thru a regulating valve, which can be regulated to the Operator's satisfaction.

They are perfectly automatic, and being filled with oil makes them self-lubricating. They require no attention. They can be placed on an old or new dump. The attaching of them to the dump is a small item. They take up very little room.

We guarantee all machines to give satisfaction. There are over FIFTEEN HUNDRED in use, with an increasing demand.

For further information, address

**L. J. McMILLIN**

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**Brings Business, Gets Results Unstinted.**



IT'S THE SCIENTIFIC CONSTRUCTION  
HIGH QUALITY OF RAW MATERIALS  
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IN  
**REXALL DOUBLE-STITCHED BELTING**

THAT MAKES IT STAND IN A CLASS BY  
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GRAIN ELEVATOR AND CONVEYOR BELT

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**IMPERIAL BELTING COMPANY**

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**NO PLIES  
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We claim and we have proved it: That you get MORE REAL BELT Value in "R. F. & C." brand for the money than from any other Rubber Belt at the same price. Your request will bring you full data. WRITE US NOW.

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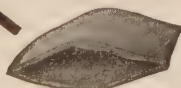
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**"R. F. & C."**

Non-Separable Ply Rubber Belt

The best and most economical  
rubber belt made.

For Elevator and  
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No Plies to Open



No Seams to Split

**There is a difference**

between simply a belt, and a belt plus a big  
reputation.



Our elevator belting, in the end, gives the greatest returns on the investment. Used and approved by some of the largest elevators in the country. Estimates for equipments cheerfully furnished.

**New York Belting & Packing Co.**

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MINNEAPOLIS, MINN.

**WAGON LOADS RECEIVED**

A book for the use of country grain buyers in keeping a record of grain received from farmers.

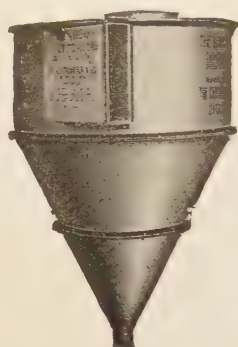
Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents and Remarks.

The book is 9½x12 inches, 160 pages, 20 lines to each page, giving room for recording 3,200 loads, printed on Linen Ledger Paper and is well bound in strong board covers with leather back and corners. Order Form 380.

Price, 1.50

**GRAIN DEALERS JOURNAL**  
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### Knickerbocker "1905" Cyclone DUST COLLECTOR

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NOW is the time to overhaul and repair your plant for the coming year.  
We can furnish all your requirements in the Sheet Metal Line.

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No job too large for us to handle, the small ones receive the same attention.  
Get our figures before placing your order. All work guaranteed.

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USE ONLY FRESH AIR FOR BOTH DRIER  
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coils. We have an absolutely even distribution of air  
throughout both Drier and Cooler. GRAIN IS  
DRIED UNIFORMLY AND COMES OUT IN  
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paying investment this year.

Write us for list of users and prices.

**The Strong-Scott Mfg. Co., Minneapolis, Minn.**

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To meet the need of an inexpensive and efficient  
cover for automobiles while in dead storage we are  
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for this purpose. These covers are made of strong,  
heavy paper, properly reinforced to prevent tearing.  
They protect the car against dirt, dust and moisture  
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The Diamond Huller Company is the only  
manufacturer of disc feed mills, disc corn mills,  
horizontal crushers, and other grain processing  
equipment. Our machines are built to last and  
are the most efficient and economical of their  
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**DIAMOND HULLER COMPANY**  
WINONA, MINNESOTA

Disc Feed Mills, Disc Corn Mills,  
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## HOTEL DYCKMAN

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MINNEAPOLIS NEWEST HOTEL

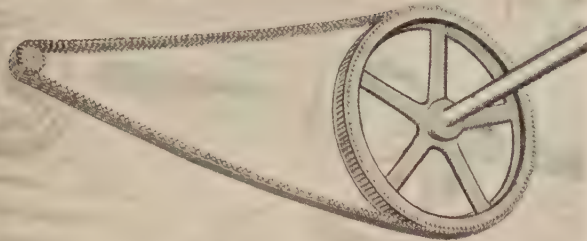
325 Rooms. Every Room with private bath  
Rates \$1.50 to \$5.00 per day

The DYCKMAN gives more for the money  
than any hotel in the Twin Cities

Headquarters for the Grain Trade  
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Give a Journal "Wanted—For  
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## Silent Chain Drives — for — Power Transmission

The most modern method for obtaining the full use of your electric current through your motors to your machinery.

Cut steel pinions, cast iron cut sprockets and the best made Silent Chain make AMERICAN HIGH SPEED SILENT CHAIN DRIVES the ultimate solution and afford the final overcoming of your power transmission problems.

**NOISELESS — COMPACT — POSITIVE — EFFICIENT**

For use in driving Belt Conveyors, Legs, Screw Conveyors, Power Shovels, Fans, Hoists Lineshafts, etc.

Write for list of complete Grain Elevator installations and a copy of our Catalog No. 100.

**American High Speed Chain Company**

Commercial Drive Division

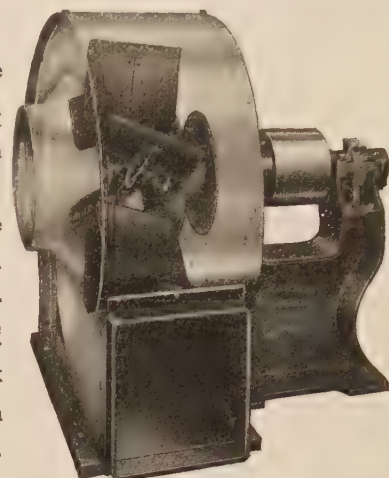
1101 Transportation Building, Chicago, Ill.

Factory—Indianapolis, Ind.

## \$5.00—THE COST TO OPERATE

EACH H. P. OF FAN FOR ONE MONTH

We guarantee our Cycloidal Fans, when properly piped, will require less power, run as near noiseless, and will do more work than any fan on the market.



RIGHT HAND CYCLOIDAL EXHAUST FAN  
Patented May 26, 1908

**USE A SMALLER FAN and  
SAVE \$5 Per Month Per H. P.**

Make the "Garden City" Cycloidal pay for itself

**GARDEN CITY FAN CO., Chicago, Ill.**

Patentees and Sole Manufacturers

Established 1879

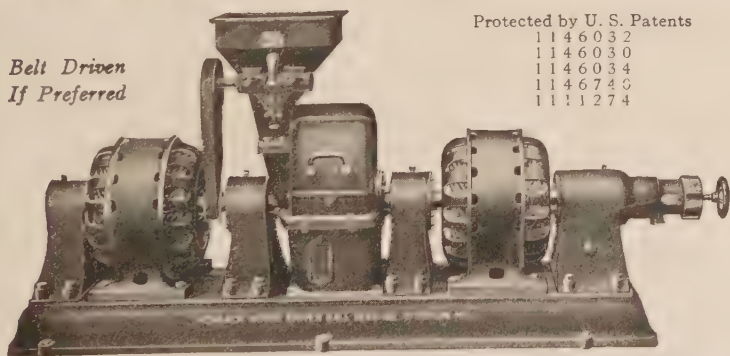
SEND FOR LIST OF SATISFIED USERS

## Don't Be Influenced By Theoretical Arguments

Don't lose sight of the fact that the service record of a feed grinder is vastly more important than a description of its construction.

We could not present a more vital sales argument than the testimony of users of

## The MONARCH BALL-BEARING ATTRITION MILL



*Belt Driven  
If Preferred*

Protected by U. S. Patents

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The Monarch is the original Ball Bearing Mill and we sell it on the basis of the reputation it bears with users—on a seven years record of service—on the good will of the largest and most representative list of customers which any manufacturer can claim.

Don't buy an imitation. Write for catalog D-No. 115.

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# DO IT NOW

Place your name and business before the progressive grain elevator men of the entire country by advertising in the Grain Dealers Journal. It reaches them twice each month.



# Wanted and For Sale

The rate for advertisements in this department is 20 cents per type line each insertion

## ELEVATORS FOR SALE.

**SOUTH DAKOTA** Elevator for sale in town on Mil. Inquire D., Box 10, Grain Dealers Journal, Chicago.

**SOUTHERN KANSAS** Elevator for sale. Only one in good grain territory. Write for particulars to James, Box 1, Grain Dealers Journal, Chicago.

**THE UNDERSIGNED** will sell his elevator at Public Auction June 1st, 1916, at the Plant on E. 4th St., Mansfield, Ohio, to the highest bidder. J. M. Smith.

**OHIO**—Elevator for sale, in good condition. Large retail coal and feed business. Address West, Box 8, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Two Illinois Elevators operated from one office with lumber and coal in connection. Handle 500,000 bu. grain annually. Address James M. Maguire, Campus, Ill.

**MINNESOTA.** 20,000 elevator located on the Mil. Ry. for sale. This is in good grain section and a first class plant in all respects. For particulars address Ry., Box 9, Grain Dealers Journal, Chicago.

**ELEVATORS for sale:** At Warner, S. D., Wheaton, Minn., Hickson, N. D., on C. M. & St. P. Ry. One or all at a bargain. Address Crown Elevator Co., Minneapolis, Minn.

**CAIRO, ILL.** For sale—Delta Elevator and grounds, modern equipment, 8 acres, 5 R. R. entrances. Reason for selling, death of owner. Address Mrs. J. B. Magee, 438 11th St., Cairo, Ill.

**OHIO.** Elevator for sale or trade in best farming community in Ohio. About 75 car point now. Can easily be increased to over 100 cars. Cash price \$4,500. Address Easy, Box 9, Grain Dealers Journal, Chicago.

**SOUTH DAKOTA** 30,000 bu. elevator for sale on the C. M. & St. P. R. R., in the best wheat growing section of state. Handles 100,000 bu. annually, coal and livestock in connection. Station handles 400,000 bu. annually, three competitors. Price \$5,500.00. Address Box 21, Naples, S. D.

**CENTRAL ILLINOIS** Elevator on I. C. R. R., Chicago & New Orleans line, 30,000 bu. cribbed house, 20,000 bu. ear Corn Crib, large cob & dust house, three dumps, low drive, Western Sheller, Gyration cleaner, Automatic scales, electric power, in fine grain section, 500,000 bu. station. Coal and feed handled. Liberal terms to purchaser. For particulars address Frank, Box 7, Grain Dealers Journal, Chicago.

**FOR SALE.** A half interest in a 75,000-bu. elevator on land leased of Santa Fe Railroad. Can also load on Big 4 in town of 800, 60 miles from Chicago. Cribbed elevator; 3 legs; 3 dumps; Richardson Automatic Scale; electric motor power; 20 h. p. Gasoline engine, good working order; good office. Station handles 700,000 (seven hundred thousand) Bushels. One competitor. Price for half interest \$4,500. Buyer must take management of same at a salary agreeable to both parties. Address all correspondence to Herbert Austin, Reddick, Illinois.

## ELEVATORS FOR SALE

**ELEVATOR** and warehouse for sale or rent at Adell, Wis. For particulars apply E. P., Box 8, Grain Dealers Journal, Chicago.

**KANSAS** ten thousand bushel elevator for sale, in good repair, at Frankfort, Kansas; a good grain point. Address Denton Brothers, Leavenworth, Kansas.

**FOR SALE**—Good OHIO elevator and retail business in connection. Write Cowen, Box 3, Grain Dealers Journal, Chicago.

**NORTHWESTERN OHIO** Elvtd. & coal business \$15,000.00. No trades. Do not write unless mean business. Address Wil, Box 11, Grain Dealers Journal, Chicago.

**EASTERN KANSAS** 10,000 bu. Elevator for sale, large territory, good crops. Large percentage yet to handle. Good coal bins. Part cash and terms. Address Code, Box 5, Grain Dealers Journal, Chicago.

**FOR SALE**—Ten thousand bu. elevator, iron-clad, best equipped; good point, together with stock of hardware and implements. Reason for selling, bad health. The Murray G. & H. Co., Iantha, Mo.

**ELEVATORS FOR SALE** on C. G. W. Ry. in best Minnesota grain territory. 12 and 40,000 bushels capacities. Elevators in good condition. Winona Malting Co., Winona, Minn.

**FOR SALE**—100,000 bu. elevator with electric and gasoline power at station that handles 500,000 bu. annually. One competitor. Price \$7,000. Address James M. Maguire, Campus, Ill.

**WYOMING** Elevator for sale. Made 75% this year, good crop prospects, good competition. Price \$2,800.00. Would cost \$3,000.00 to rebuild. Good reasons for selling. Address Exchange, Box 10, Grain Dealers Journal, Chicago.

**CENTRAL INDIANA** 25,000 bu. wheat, oats, corn and clover section. Flour, feed, seeds, tile and fertilizer side lines. Ground for coal and lumber. Prices and terms right. Owners have other interests. Address S. Box 10, Grain Dealers Journal, Chicago.

**NORTHEASTERN MICH.** 40M.-bu. concrete foundation, electric power and lighted elev. Good bean and grain country; 3 hopper scales, 4 giants, 2 gibbs, 2 polishers, 2 Tinkems. Good railroad facilities; on section road; seeds, feed, coal, hay business. Quick sale. Address Quick Sale, Box 6, Grain Dealers Journal, Chicago, Ill.

**CENTRAL INDIANA** — Will sacrifice \$1,000.00 on a 12M. capacity house, lumber shed, coal sheds and other buildings. Handles 60M. bus. grain; 12 to 15 cars lumber; 10 to 15 cars coal and other items. On Wash R. R. Private ground. Price \$5,500.00. For information address New, Box 6, Grain Dealers Journal, Chicago.

**FOR SALE** Three elevators in Wisconsin, one located on C. & N. W. Ry., and C. M. & St. P. Ry. and other two on C. & N. W. Ry. Good paying proposition all year. Flour, seed and staples are jobbed in connection to the retail grocers. Reason for selling surviving partner retiring from business. Address XO, Box 12, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE.

**ELEVATOR** for sale or lease in Northern Indiana. For particulars address N. I., Box 8, Grain Dealers Journal, Chicago.

**FOR SALE**—Long lease on one or more elevators in good grain belt of Nebr. Better than owning elevators. Address Long, Box 5, Grain Dealers Journal, Chicago.

**FOR SALE**—Three elevators within a radius of fifteen miles from each other. Will sell one or all. J. Borgerding & Co., Melrose, Minn.

**NORTHERN INDIANA** 12,000 bu. Cribbed elevator and coal business for sale at a bargain. Address Man, Box 9, Grain Dealers Journal, Chicago.

**FOR SALE**—Elevator 15,000 bu. capacity, and 100 barrel capacity roller mill, both on same location. Modern and fine shape. In good grain center. Newcomer, Adair, Okla.

**CHOOSE YOUR ELEVATOR** from the many offered. Insert an advertisement in the "Elevators Wanted" columns of the Grain Dealers Journal, and select one at a satisfactory price and station.

**OHIO** Elevator for sale. Iron clad, 15,000 bu. capacity, 150 to 200 cars per year. Price for quick sale \$9,000.00. For further particulars address X, Box 9, Grain Dealers Journal, Chicago.

**MICHIGAN** elevator for sale on two good Railroads. 7,000 bu. capacity, good grain section. Best bean section in State. Equipped for handling both. Bargain if taken at once. Address Elk, Box 9, Grain Dealers Journal, Chicago.

**CENTRAL ILLINOIS** Elevator located on 2 roads; business established 52 years; 60,000 bu. house; new and up-to-date; 300,000 bu. shipments. Competition O. K.; A Money maker in good town. Address J. K., Box 9, Grain Dealers Journal, Chicago.

**KANSAS**—As well an equipped elvtr. as there is on the R. I. and at one of the best grain buying stations. Elevator equipped with Man lift, 12 h. p. engine, feed mill and cleaner. Controllable dump and non-chokeable boot. Elevator and feed room covered with sheet iron throughout. Reasons for selling by letter if you wish them. Write L. E. Webb, Bloom, Kans.

## MILLS FOR SALE.

**FOR SALE**—Splendid new custom feed mill, with equipment for buying and loading grain on cars for shipment. Fine location. Write G. W. Keisling, Milford, Ind.

**FOR SALE** 150-bbl. flour mill, situated in Kansas wheat belt, in operation; money maker. Address Bee, Box 6, Grain Dealers Journal, Chicago.

**FOR SALE**—3 stands double roll custom flour and feed mill, doing a nice business. Too old to look after it. Price \$1500. W. E. Patton, Walnut Hill, Ill.

Whenever there is a real opportunity of interest to the grain trade it is usually registered in the "Wanted—For Sale" columns of the Journal.



## ELEVATORS WANTED.

WANTED to buy an elevator, well located and doing good grain business. Address A. F. Gilchrist, Gibson City, Ill.

IF YOU WANT TO SELL YOUR GRAIN Business Quick and at a high price, let me sell it or tell you how. Address Sam, Box 10, Grain Dealers Journal, Chicago.

CENTRAL NORTH DAKOTA land to trade for Ill. Elevator doing good business at a profit. Address King, Box 10, Grain Dealers Journal, Chicago.

WILL TRADE 160 Acres of fine unimproved land in Roseau County, Minnesota for elevator in Central or Northern Illinois. Address Board, Box 10, Grain Dealers Journal, Chicago.

WANTED to buy or lease, good grain elevator in Kansas. Give full particulars in first letter in regard to amount of grain handled, competition, price, or pct., etc. Address S. F. Hacker, Herington, Kansas.

WANTED TO BUY Grain. Lumber & Coal business in Iowa. Must be a good business, and bear close inspection; will not pay two prices. Do not answer unless you mean business. Address Home, Box 10, Grain Dealers Journal, Chicago.

WANTED—Five or six country elevators, located in Kansas on any railroad west of a line drawn north and south through Wichita and south of the central branch of the Missouri-Pacific. In first letter, give capacity of elevator, kind of construction, size of engine; give all kinds of machinery, the names of competitors, number of bushels purchased in 1914 and 1915 separately, and state the net cash price. Address Lock Box 1123, Wichita, Kans.

Somebody's always hunting an elevator, and there is no wrong time of the year to put an ad in the "Elevator For Sale" Columns of the Journal.

## SOLICITORS' SIDE LINE.

WANTED men calling upon grain shippers to carry small book needed by every grain firm. Easy sales, large commissions. Address W. B. Granger, 507 Traders Bldg., Chicago, Ill.

## ELEVATOR BROKERS.

SELLERS list your elevators and buyers buy your elevators thru John A. Rice, Frankfort, Ind.—Reliable Broker 10 years.

LIST YOUR ELEVATORS AND REAL ESTATE WITH ME FOR RESULTS. NAT P. CLAYBAUGH, ELEVATOR AND REAL ESTATE BROKER, Board of Trade Bldg., Frankfort, Ind.

IF YOU wish to buy or sell an elevator, write, wire or phone me. Always have a nice assortment to select from at prices ranging from \$3,500 to \$25,000. James M. Maguire, Campus, Ill.

I HAVE Elevators to sell or exc. for farms from \$2,000 up and some of the best paying mills in the country. Let me prove it to you. I also have a good mill in a good Ohio town doing a big and profitable business at 725 per year. For particulars write me at 434 Cass Ave., Detroit, Mich. R. N. Parshall.

LIST your Elevators and Real Estate with me. I have a number of Buyers and can fit you out with what you want. Wire or write.

N. C. SINNOTT, Ft. Dodge, Iowa

## BUSINESS OPPORTUNITIES.

ALFALFA MILL, Elevator and coal business for sale at a bargain. E. H. Link, Hillrose, Colo.

SOUTHEAST NEBRASKA elevator and coal business for sale, live town. Also brokerage business. For particulars write R., Box 9, Grain Dealers Journal, Chicago.

WILL SELL first class corn mill and elevator, doing an excellent business. Good location; no local opposition. Address Box 201, Portageville, Mo.

WHATEVER your business may be, it will find a ready market if advertised in the "Business Opportunities" column of the Grain Dealers Journal, Chicago, Ill. 6,100 grain men look to these columns twice a month for real opportunities.

## MR. GRAIN DEALER.

Do you want to increase your profits? You can do so by selling King Lightning Rods during your spare time. Write us for agency proposition. It's a winner.

GEO. M. KING CO.,

609 E. Walnut St., Des Moines, Ia.

## HUSTLING PARTY WITH ABOUT

\$8,000 to connect himself with prosperous going concern, to take charge of one of the departments. Good living salary, should earn over 20% on investment. Elegant location. Elevator, Feed and Track business combined. Central Ohio. References exchanged. Address "Business Opportunity," Box 9, Grain Dealers Journal, Chicago.

FOR SALE 175 bbl. mill, 40,000 bu. elvtr. in the best wheat belt in Kansas. All steel lined, brick boiler and engine room, 200 h.p. Corliss Engine; 150 Atlas Boiler plant; track scale. On private land and switch with 2 railroads. This is in running order, as good as new, and will sell for \$6,000 cash, balance time. For further particulars address King, Box 9, Grain Dealers Journal, Chicago.

FOR SALE—Northwestern Ohio plant, consisting of

20,000 bu. Elevator,  
100 bbl. Flour Mill,  
125 bbl. Buckwheat Plant,  
125 bbl. Meal Plant,  
60 ton Cracked Corn Plant,  
22 in. Feed Mill.

Located 20 miles west of Toledo, on New York Central main line. Electric car service hourly. Excellent grain territory. Plant electrically operated; cheap electric power. Continuous Ellis Dryer. Feed storage on siding. All equipment necessary for Straight and Split cars of bulk and sack grain and feed. Wholesale grocer takes largest portion of Buckwheat Flour output. Plant in daily operation. Offered at quick sale price.

THE PHILLIP MILLING CO.,  
Swanton, Ohio.

## BUILDING MATERIAL.

WANT about 7,000 ft. 2x4 elevator cribbing. Can use second hand if quality is O. K. Belden & Co., Charlotte, Mich.

## ACCOUNTING—AUDITING.

DO YOU want your books audited at a reasonable cost and by an accurate and reliable firm? Address Audit, Box 8, Grain Dealers Journal, Chicago.

## FERRETS.

FERRETS, 1,000 good ratters, hunters. Breeding stock sale. G. Breman Co., Danville, Illinois.

RATS Exterminate them now, and you will have no young to feed. FERRETS will do it. Males \$2.00. C. H. Keefer & Co., Greenwich, O.

## PARTNERS WANTED.

YOU CAN SECURE a partner if you make your wants known to the grain trade thru the Partners Wanted column of the Grain Dealers Journal.

MAN with large experience desired to purchase working interest in a paying and growing Grain and Feed business in some live city of Central West or New York State. Highest references furnished and required. Address Yale, Box 10, Grain Dealers Journal, Chicago.

PARTNER WANTED—With or without service. Must have five or ten thousand dollars. Good station. \$300,000 business last year. Handle Grain, Coal, Flour, Feed and Implements. Western Ohio territory. For particulars address Square, Box 10, Grain Dealers Journal, Chicago.

## HELP WANTED WITH INVESTMENT.

WANTED—A young hustler with two or \$3,000 to handle books and grain in splendid N. D. mill and elevator. I need help and capital. Best opportunity in N. D. Address Gem, Box 10, Grain Dealers Journal, Chicago.

WANT good, straight man who has \$10,000.00 to \$15,000.00 to invest with services in a good, live, incorporated Grain Company, operating elevators in Colorado and doing a general Grain business. A fine opportunity to get into an established firm, also to live in a fine all-year climate. Address Fine, Box 10, Grain Dealers Journal, Chicago.

## INFORMATION BUREAU

READERS DESIRING to learn by whom, or where any grain handling machine or device is made, can generally obtain it promptly by addressing Information Bureau, Grain Dealers Journal, Chicago, Ill.

## DYNAMOS—MOTORS.

DYNAMOS AND MOTOR BUYERS are reached in largest numbers and less expense by offering them for sale in the grain trade's accepted medium for power bargains—the "Dynamos—Motors" columns of the Grain Dealers Journal, Chicago.

## STEAM ENGINES, BOILERS.

FOR SALE—One 26 h. p. Jas. Leffel Steam Engine in good condition. John Sikir, Avoca, Wis.

FOR SALE—12 h. p. Red Lion Steam Engine; best condition; also boiler for same in good shape. J. C. Grout, Winchester, Ill.

FOR SALE 1 Sixty h.p. Heavy duty, slide valve, 12x16 Houston Stanwood & Gamble Engine, almost new. Gassaway Milling Co., Gassaway, W. Va.

FOR SALE—One 60 h. p. Atlas Engine; one 90 h. p. tubular boiler; one three pair high roller mill; one Nordyke & Marmon Sifter; one hay baler; pulleys; shafting, etc., all in good condition. J. R. Starr, Winimac, Ind.

FOR SALE—On account of installing much larger power plant, we have to offer the following list of power machinery: 1 Allis Corliss Condensing Engine, 150 h. p. 16"x42" Cylinder; 1 Allis Condenser. Will make attractive price if taken immediately. Valley City Milling Company, Grand Rapids, Mich.

When the first ring of the door bell is not answered, don't conclude that the folks are not at home. This applies to Journal "Wanted—For Sale" advertising.



**SITUATIONS WANTED.**

**POSITION** as Manager lumber yard and elevator; 13 years' experience; best of references. Address Chas. E. Barnes, Hartley, Iowa.

**SITUATION WANTED** as Superintendent of a Terminal Elevator; 17 years' experience. For particulars address F. E., Box 10, Grain Dealers Journal, Chicago.

**POSITION** wanted with farmers' Line Elevator. Speak German and Holland Dutch languages. Four years' experience. Good references. Address Rush, Box 10, Grain Dealers Journal, Chicago.

**WANTED**—Position as Stationary Engineer in State of Ohio, State license, 6 years' experience in grain elevator business. Can give No. 1 references. Address Edgar O. Lutz, Lock Box 8, Thackery, O.

**POSITION WANTED**—As Mgr. of elvtr. by young married man, 3 yrs.' experience. Good ref. and bond. Iowa or So. Minn. preferred. For particulars address Quick, Box 10, Grain Dealers Journal, Chicago.

**WANTED POSITION** as Manager or Auditor by man who thoroughly understands grain and can furnish best of references as to character and ability. Address Now, Box 3, Grain Dealers Journal, Chicago.

**WANTED** a position as solicitor for some good Chicago firm. Have had 15 years experience in grain and have a large acquaintance over the northwest. Best of references. Address Clare, Box 9, Grain Dealers Journal, Chicago.

**POSITION WANTED** as Manager of Country elvtr. or grain solicitor. 15 years experience as buyer and manager. Good bookkeeper and mechanic. Best of references. Will go anywhere or Canada. G. A. J., Box 42, Vesper, Kansas.

**I WANT** a position as Elevator Supt. in Indiana, or Eastern Ill. I understand grades, mixing grain, etc. Understand machinery. At one place since 1912. References given. Address Brown, Box 10, Grain Dealers Journal, Chicago, Ill.

**DESIRE** Position with exporting line elvtr. or grain commission house. Can buy and sell grain or hay. Have traveled grain and alfalfa belt for past 7 yrs. Can take care of correspondence. Twenty-eight years old. Address Export, Box 10, Grain Dealers Journal, Chicago.

**WANTED** position as Manager Farmers Elevator, or good Line Co. Have had 15 yrs. experience in grain, live stock and coal. Can talk some German. References, and take job on a few days notice. Address Ted, Box 1, Grain Dealers Journal, Chicago.

**SITUATIONS WANTED.**

**POSITION WANTED** as buyer for line house in Northwest. Best of references; 4 years' experience. Address Best, Box 6, Grain Dealers Journal, Chicago.

**WANTED**—Position as Manager, buyer and book-keeper. Have had years of experience. A-1 reference. Address Times, Box 10, Grain Dealers Journal, Chicago.

**WANTED**—Position by a young man as bookkeeper or assistant to the Manager in a Farmers or Line Elevator. Can furnish reference. Address Forest, Box 10, Grain Dealers Journal, Chicago.

**WANTED**—Position as traveling solicitor for reliable grain firm or Manager of elevator. 14 years in the grain business. Address Results, Box 5, Grain Dealers Journal, Chicago.

**WANTED**—Position as Mgr. Farmers elev.; 14 yrs. experience. Understand buying and selling grain. References. S. Dak., Minn., W. Iowa preferred. Address Ia., Box 8, Grain Dealers Journal, Chicago.

**POSITION WANTED** as Manager of Farmers elevator. 3 years experience. Understand bookkeeping and buying and selling of grain. Also experienced in live stock business. Reference A-1. Address EP, Box 5, Grain Dealers Journal, Chicago.

**NOTICE TO GRAIN TRADE:** I am at liberty to offer my services, after about June 1st, to any good grain or seed firm. With present firm 6 yrs. and well acquainted with the trade in Kansas, Okla. and Texas. Write or wire me date for personal call. C. A. Polson, Hewins, Kansas.

**SITUATION WANTED** as Mgr. of country elevator or traveling solicitor. 11 years experience in grain and side lines; understand grading and mixing grain; hedging; married; sober, energetic. References, bond. Mo., Iowa or Neb. preferred. Address D. B., Box 9, Grain Dealers Journal, Chicago.

**ARE YOU** looking for a position in any branch of the grain business? If you are send us your name, address, nationality, languages spoken, experiences, salary expected, references, in fact any information that will help an employer to form an idea of your ability to serve him. We will keep this information on file and from time to time place you in touch with elevator owners who seek competent help. This service will be absolutely free, placing you under no obligation whatever. Write today and get in line for a good position. Address—The Want Ad Man, Grain Dealers Journal, Chicago, Ill.

**SITUATIONS WANTED.**

**SITUATION WANTED** as Manager of Farmers Elevator or solicitor. Can give references. Address Equity, Box 10, Grain Dealers Journal, Chicago.

**WANTED POSITION** as Mgr. of elvtr. Have had 3 yrs. experience and can furnish good reference. N. D. pref. Address Hurd, Box 9, Grain Dealers Journal, Chicago.

**HELP WANTED.**

**WANTED**—Weighmaster and shovelers. Steady job. Detroit R. R. Elevator, foot of Hastings St., Detroit, Mich.

**WANTED**—An experienced grain buyer. None other need apply. Will pay good wages. Send references to the SPRINGFIELD MILLING CO., Springfield, Minn.

**THERE ARE TWO SURE WAYS TO FIND** employment. The first is to answer advertisements that appear in this column. If that should fail to bring the desired results, insert a small ad in the Situations Wanted columns.

**WANTED**—For points in North Dakota and Montana, five first class country elevator grain buyers. Must be experienced; hustlers; know grain values and not over thirty-five years of age. Salary \$75.00 to \$100.00. Address Box 3, Chamber of Commerce P. O., Minneapolis, Minn.

**EXPERIENCED** Superintendent wanted for transfer grain elevator at Ft. Wayne, Ind., about June 15 to July 1st. Give full details of former experience and your references in first letter. Must know grades. Address J. W. McMillen & Son, Van Wert, Ohio.

**SCALES FOR SALE.**

**FOR SALE** 2—60 bu. Fairbanks-Morse Hopper scale with computing beam, used very little, in perfect shape. Farmers Mill & Grain Co., Milnor, N. D.

**SECOND - HAND SCALES OF ANY** make, size or price find many ready buyers if full description is given in an advertisement inserted in the "Scales For Sale" column of the Grain Dealers Journal, Chicago.

**SCALE BARGAINS.**

Newly Overhauled, Good Condition. Guaranteed. Immediate Shipment.  
4, 5 and 6 ton Standard Wagon Scales.  
5, 6, 8 and 10 ton Fairbanks Wagon Scales.  
6 and 8 ton Howe and Columbia Wagon Scales.  
2,500 and 3,500 lb. Fairbanks Dormant Scales.  
2,500 lb. Chicago and Buda Dormant Scales.  
Also Portable Scales.  
Write for low price and full information. Standard Scale Co., 1341-45 Wabash Ave., Chicago, Ill.

**SECOND-HAND BAGS AND BURLAP.**

**SHIP YOUR** second hand bags to the Louisiana Bag Corporation, New Orleans, and receive highest market prices.

**WHEAT BAGS FOR SALE.**

5,400 second hand cotton bags at 11c each f.o.b. St. Louis, any quantity. Foell & Co., 123 Market St., St. Louis, Mo.

**BURLAP BAGS OF EVERY KIND FOR SALE;** new or second-hand, plain or printed with your brand; Seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheet-ling, or Paper for Car Lining, etc. Wanted: second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago

**A Trial Order**

**GRAIN DEALERS JOURNAL**

315 So. La Salle St., Chicago, Ill.

Gentlemen:—I wish to try the *Grain Dealers Journal* on the 10th and 25th of each month for one year just to learn if I can get any helpful suggestions from the opinions and experiences of other grain dealers. Enclosed please find One Dollar and Fifty Cents.

Name of Firm.....

Capacity of Elevator..... Post Office.....

.....bus. State.....



## ENGINES FOR SALE.

20 h.p. Fairbanks Morse Gasoline Engine, cheap. W. Salisbury, Hiawatha, Kans.

A BARGAIN—10 h.p. gasoline engine. Hesse Carriage Co., 311 E. 17th St., Kansas City, Mo.

FOR SALE—One 25 h. p. double cylinder International Gas Engine in good shape. Move at once. K. R. Frazier & Co., Colo. Ia.

BUCKEYE Engine Co., Salem, Ohio, engine for sale. 125 R. P. M. speed, flexible couplings, Thompson Governor, Girder frame. Nixon & VanDeventer, Attica, Ind.

FOR SALE—New WITTE engines at less than usual second-hand prices. 2 H. P., \$29.95; 3 H. P., \$47.85; 4 H. P., \$64.75; 6 H. P., \$89.90; 8 H. P., \$129.80. Write for prices on 12, 16 and 22 H. P. All styles, Kerosene, Distillate, Gasoline, etc. Liberal trial offer. 5-year guarantee. Sold direct. Witte Engine Works, 3371 Oakland Ave., Kansas City, Mo.

## GASOLINE ENGINES FOR SALE.

44 H. P. Fairbanks-Morse.  
25 H. P. Columbus.  
25 H. P. Fairbanks-Morse.  
22 H. P. Fairbanks-Morse.  
15 H. P. Fairbanks-Morse.  
12 H. P. Fairbanks-Morse.  
6 H. P. Fairbanks-Morse.  
4 H. P. Fairbanks-Morse.

Also fifty engines of varied sizes and all makes. Address A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

Sympathy never sold a feed mill, but a Journal "For Sale" ad has. Try it.

## MACHINES FOR SALE.

FOR SALE Cheap, No. 4 Western Cleaner in good working condition. W. M. Reckewey, Girard, Kansas.

FOR SALE 1—No. 10 Invincible Horizontal Oat Clipper in good condition. 1,500 bu. capacity. Cheap. Red Star Mill & Elevator Co., Wichita, Kans.

TWO Monitor Receiving Separators, 2 Double Allis 9x18 rolls; 1 10 bu. Avery Auto. Scale; 1 Duplex pump, hot and cold water, 2,000 gal. per hr. Good order. P. J. Flynn, Supt. Harter Mfg. Co., Fostoria, O.

## FOR SALE.

3 No. 3 J. T. Smith Centrifugal Reels.  
2 No. 1 J. T. Smith " "  
5 Hexagon Reels; one double stand 6x16 rolls; 1 Mitchell Scroll and 75 h.p. Steam Engine.

Co-operative Grain & Mfg. Co., Tiro, O.

WANTED—Grain Dealers who are contemplating installing new machinery to use the "Machines Wanted" columns of the Grain Dealers Journal in securing prices and estimates of machines for sale. We can save you money. More than value received.

## MACHINES WANTED.

WANTED—Cornwall corn cleaner, Stafford Grain Co., Cincinnati, Ohio.

On the other end of the Journal's "Wanted—For Sale" columns you will find 6,500 grain dealers anxious to know what you have for them.

## MACHINES FOR SALE.

FOR SALE—Two No. 5 and one No. 5½ "Monitor" Cracked Corn Graders, capacity for taking Stock from a pair of 9x30 rolls. 2000 Ft. 12" 6 ply New Balata Belt @ 65c per foot.

400 Ft. 16" 6 ply New Balata Belt, @ 88c per foot.

800 Ft. 18" 6 ply New Balata Belt @ 99c per foot.

Two No. 0 and Two No. 1 "Willford" Three roller Feed Mills.

120 feet 2½" Iron Pipe.

100 Feet 1¼" Iron Pipe.

Write for complete list of Bargains. We may have just what you want at the right price, too.

B. F. GUMP CO.

431 to 437 S. Clinton St., Chicago, Illinois.

Entire Stock Offered at Fire Sale Prices. 1—16" B.B. Attrition Mill & Drive \$220.00

1—22" Ball Bearing Attrition Mill 210.00

1—24" Ball Bearing Attrition Mill 300.00

1—No. 5 Knickerbocker '05 Dust Col. 40.00

All f.o.b. shipping point subj. to prior sale, ½ cash, balance your own terms.

Many other bargains on Rebuilt Attrition, Roller, Burr Feed Mills, Reels, Separators, Driers, Packers, Scourers, Feeders, Mixers, Dust Col., Supplies, etc. Complete equipments scientifically arranged for modern Flour & Cereal Mills, Molasses Stock, Poultry Feed & Fertilizer Plants, Plans, Specifications and Flow Sheets. Write us now.

"Builders of Better Mills."

George J. Noth, Manager,

No. 9 South Clinton St., Chicago, Ill.

IF YOU ARE SEEKING a business write to the Manager of the Want Ad. Dept. of Grain Dealers Journal, Chicago.

## Duplicating Grain Contracts

Do not take chances on verbal contracts for future delivery of the grain you are now purchasing. With the present unstable condition of the markets, Mr. Farmer is very liable to forget them if the market should advance or his crop be a failure.

Our Duplicating Grain Contracts will save you time, worry and money and should be used on every purchase. They certify the Farmer "has sold ——— Bushels of ——— at ——— cents per bushel, to grade No. ———, to be delivered at ——— on or before ———." They also certify that "If inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted.

Put up in books of 100 duplicate sets. Originals of bond paper are machine perforated so they may be easily torn out, while the manila duplicate remains firmly bound in the book. Both sheets contain a printed form on the back for entering all grain delivered on the contract. Check bound and supplied with 3 sheets of carbon. Order FORM 10DC, Price \$1.00.

Send all orders to

Grain Dealers Journal

315 South La Salle St.

CHICAGO, ILL.

## For Sale



For particulars see the

**"ELEVATORS FOR SALE"** columns of the Grain Dealers Journal, Chicago

Those looking for elevator properties invariably consult its "Elevators for Sale" columns. If your elevator is for sale, make the fact known to the entire trade, put your For Sale sign in the "Elevators for Sale" columns, then you can be sure of selling quickly at a good price, and pay no commission on sale.

If you do not wish neighbors to know your elevator is for sale, you can have replies come in our care and we will forward them daily.

The cost for advertising is 20c per line

Your Elevator's Wants Are Supplied in These Columns



## SEEDS FOR SALE—WANTED

## HAY WANTED.

HAY SHIPPERS.  
WRITE FOR MY PROPOSITION.  
J. F. O'Brien,  
Mercantile Library Bldg., Cincinnati, O.

## GRAIN WANTED.

WANTED—Off grade oats of all kinds.  
Mail liberal sample and will wire you best  
bid. The Wadsworth Feed Co., Warren, O.

## GRAIN FOR SALE.

IF YOU WISH to get in touch with a  
large number of dealers who have grain  
of all kinds for sale, insert an advertise-  
ment in the "Grain Wanted" columns of  
the Grain Dealers Journal, Chicago.

## FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in  
100 pound sacks are our specialties. We are  
now manufacturing a full line of corn  
goods, cracked corn, feed meal, corn and  
oats chop, Ohio Farm feed, shelled corn  
and standard oats, in connection with our  
flouring mill. Would like to send you a  
trial to convince you of the superiority of  
our products. Ansted & Burk Co., Spring-  
field, Ohio.

## Crawfordsville Seed Co.

CRAWFORDSVILLE, IND.

Mongul and Extra Select Sable Soy Beans  
for sale.

We have a limited amount of our own  
raising.

## WESTERN SEED &amp; IRRIGATION CO.

WHOLESALE SEED GROWERS

Offer High Test 1914 Seed Corn

YELLOW DENT—HANDPICKED

King of the Earliest . . . . . \$1.85  
Pride of the North . . . . . 1.85  
Reid's Early . . . . . 1.60  
Funk's Early 90 Day . . . . . 1.75

Samples and special prices for  
commercial grade and car-  
loads upon request.

FREMONT

NEBRASKA

GRAIN SHIPPING  
LEDGER

Form 24. An indexed shipping ledger for  
keeping a complete record of the shipments of  
5,000 cars. Facing pages are given to each  
firm to whom you ship and name indexed.  
The pages are 10 1-2 x 15 1-2 inches, used  
double.

The book contains 100 double pages. Atlas  
linen ledger paper is used. A 16-page ledger  
index in front will accommodate all names  
necessary. The book is tight bound in heavy  
cloth covers with leather back and corners.  
Price \$2.50.

Grain Dealers Journal

315 So. La Salle St. CHICAGO, ILL.

## SEEDS WANTED.

SEED BUYERS AND SELLERS can  
quickly sell any quantity or buy any amount  
or quality by making their wants known  
through the "Seeds Wanted—For Sale" col-  
umns of the Grain Dealers Journal, Chi-  
cago, Ill.

## SCREENINGS WANTED.

WE ARE IN THE MARKET for clover  
seed screenings now, and for the coming  
season. We will either contract for your  
entire output or buy your different lots by  
sample. It will be to your interest to con-  
fer with us before making any disposition  
of your screenings and low grade seeds. We  
will be glad to hear from you. King Seed

## SEEDS FOR SALE.

FOR SALE—Whipporwill, Bunch Clay,  
Black & White Table, Peas. Early yellow  
Soy Beans, Long Red Peanuts, Hickory  
Kind and Prolific Seed Corn. Samples and  
prices on application.  
I. Wind & Co., Huntsville, Ala.

ALFALFA SEED—Non-irrigated and re-  
cleaned, also Rape seed, Blue grass, Seed  
corn, Cane and Millet, Alsike, Red Clover,  
Sweet Clover, everything in the seed line  
at Campbell's Seed House, Seward, Nebr.,  
Dept. A.

## SEED CORN

We have a very complete line of FIELD  
CORN, White and Yellow Dent, Flints, etc.  
Mostly crop 1914. Write us for particulars.

SIOUX CITY SEED & NURSERY CO.  
Sioux City, Iowa

## CORN

95-Day Yellow Dent

Northern Illinois Grown

Germination: 95%  
and Better

Immediate Shipment

STOECKER SEED CO.  
PEORIA, ILL.

I Am the Man  
You Want

I can fill that position you  
have open—fill it perfectly,  
to your satisfaction. Tell  
me where to find you in a

Grain Dealers Journal  
Want Ad.

Directory  
Grass Seed Trade

## ATCHISON, KANS.

Mangelsdorf Bros. & Co., The, wholesale seeds.

## BALTIMORE, MD.

Scarlett & Co., Wm. G., whse. seed merchants.  
Simpson & Co., W. A., seed merchants.

## BELFAST, IRELAND.

Lytle & Sons, Ltd., John, Per. & Ital. Ryegrasses

## BUFFALO, N. Y.

Craver-Dickinson Seed Co., field seeds.

## CHICAGO, ILL.

Dickinson Co., The Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.

## CRAWFORDSVILLE, IND.

Crawfordsville Seed Co., seed merchants.

## EVANSVILLE, IND.

Small & Co., W. H., seeds, grain and hay.

## INDIANAPOLIS, IND.

Indiana Seed Co., The, Seed Dealers.

## KANSAS CITY, MO.

Missouri Seed Co., who. exp. and imp.  
Peppard Seed Co., J. G., wholesale seeds.  
Rudy-Patrick Seed Co., wholesale seeds.

## LONDON, ENGLAND.

LeMay & Co., C. W., w'sale, exp. & imp. fld. sds

## LOUISVILLE, KY.

Lewis & Chambers, field seeds.

## MACON, GA.

Georgia Seed Store, field and garden seeds.

## MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
Milwaukee Seed Co., wholesale seeds.

## MINNEAPOLIS, MINN.

Minneapolis Seed Co., seed merchants.  
Northrup, King & Co., wholesale seeds.

## NEW YORK, N. Y.

Radwaner, I. L., field & grass seeds, exp., imptra.

## PHILADELPHIA, PA.

Philadelphia Seed Co., Inc., The, whse. field sds.

## SUGAR GROVE, ILL.

Garton Cooper Seed Co., The, seed merchants.

## TOLEDO, OHIO.

The Toledo Field Seed Co., clover, timothy.

## WINTER VETCH

NEW CROP MICHIGAN GROWN  
YOUNG-RANDOLPH SEED CO., Owosso Mich

## Milwaukee Seed Company



WHOLESALE SEEDS

LONG DISTANCE TELEPHONE GRAND 672 and 673

104-106 WEST WATER STREET

MILWAUKEE, WIS.

Buyers and Sellers

Medium Mammoth Alsike,  
White Alfalfa, Timothy, Grasses,  
etc.

Mail Samples

Ask for Prices

"The Live Clover House"



## SEEDS FOR SALE—WANTED

### SEEDS FOR SALE.

**FOR SALE**—Superfine tested Perennial and Italian Ryegrasses Crested Dogstail. John Lytle & Sons, Ltd., Belfast, Ireland.

**MEDIUM** Yellow Soy Beans in 10 Bus. lots or over \$2.50 per Bu. Bags free. E. G. Lewis, Henderson Co., Media, Ill.

**SEED CORN**, Cow Peas, Millet Seed, for sale. Choice Tennessee Red Cob and Choice Hickory King Seed Corn; Tennessee German Millet Seed; Black and Whipporwill Cow Peas. Write for prices and samples. G. P. Rose & Co., Nashville, Tenn.

### SEEDS FOR SALE.

**CANE**, Black Amber, Cleaned and guaranteed to grow. Local and carlot prices on application. Farmers Grain, Live Stock & Supply Co., Stratton, Neb.

**SOY BEANS** for sale. Ito San and Mikado Varieties. Germinating test 90%. Price \$2.50 per bu. Fred Bachman, R. R. 31, Acton, Ind.

**THOMASSON-MORRISON GRAIN CO.**,  
Chattanooga, Tenn.

Headquarters for Southern Cow Peas and Soy Beans. Write us for prices.

### SEEDS FOR SALE.

**GERMAN MILLET.** We have a limited supply of German Millet which we can now offer to the market. Correspondence solicited. D. H. Clark, Galt, Mo.

**SWEET CLOVER SEED**—White and biennial yellow. Large and small orders solicited from the trade. Bokhara Seed Co., Box 93, Falmouth, Ky.

Every penny invested in a Journal "Wanted—For Sale" ad returns an amazing per cent of profit.

### The Mangelsdorf Bros. Co.

Sweet Clover, Alfalfa,  
Soudan Grass, Millet, Rape.

ATCHISON

KANSAS

### YOU CAN'T READ ALL

the market news. Get a summary of it once a week in our Weekly Review. Highlights of the week—facts, figures and factors—grouped for easy, quick reading and reference. Postal request starts it your way.

**SOUTHWORTH & CO.**

Grain—Seeds—Provisions TOLEDO, OHIO

### The Toledo Field Seed Co.

Clover and Timothy Seed

Consignments solicited. Send us your samples.

Toledo, Ohio

### SEED CORN SPECIALISTS

We Grow ALL Varieties in ANY Quantities  
WHOLESALE ONLY

Write Us

**THE J. C. ROBINSON SEED CO.**  
WATERLOO, NEBR.

### SEED OATS

Car load lots and less

**ANY VARIETY**

**GARTON COOPER SEED COMPANY**  
SUGAR GROVE, ILL.

### CAUGHEY, JOSSMAN COMPANY

DETROIT, MICHIGAN

Buyers and Sellers of

**GRASS SEEDS**

### Rudy-Patrick Seed Co.

ALFALFA MILLET CANE  
KANSAS CITY, MO.

### THE W. A. SIMPSON CO.

BALTIMORE, MD.

"CLOVER SEED"

"SUNFLOWER," "D. E. RAPE" GRASSES

Write us for prices—carloads or less.

**CRABBS REYNOLDS TAYLOR CO.**

Crawfordsville, Ind.

**GRAIN**

**CLOVER AND TIMOTHY SEEDS**

Get in touch with us.

### CRAVER-DICKINSON SEED COMPANY

Buffalo

Binghamton

Buy and Sell  
**TIMOTHY  
CLOVER  
ALSIKE  
ALFALFA  
POP CORN**

### MINNEAPOLIS SEED CO.

DISTRIBUTORS



**BRAND  
FIELD SEEDS**

TIMOTHY and MILLET Our Specialties

### DICKINSON'S

Standard Brands of

**GRASS  
MIXTURES**

for Lawns, Golf Courses,  
Tennis Courts and  
Athletic Fields

**MEET REQUIREMENTS  
FOR ALL SOILS**

Samples and Quotations  
on application

**The Albert Dickinson Co.  
SEED MERCHANTS**

Minneapolis

Chicago

### THE ILLINOIS SEED CO.

CHICAGO, ILL.

We Buy and Sell

**Field Seeds**

Ask for Prices

Mail Samples for Bids

**EXPORTERS and IMPORTERS**  
Ask For Prices

**RADWANER**

RED CLOVER  
ALFALFA  
WARF E. RAPE  
WHITE CLOVER  
LSYKE  
NATURAL GRASS  
ENGLISH RYE  
RED TOP

44-46 Pearl Street  
NEW YORK CITY  
I. L. RADWANER



## Superiority Acknowledged by Imitation

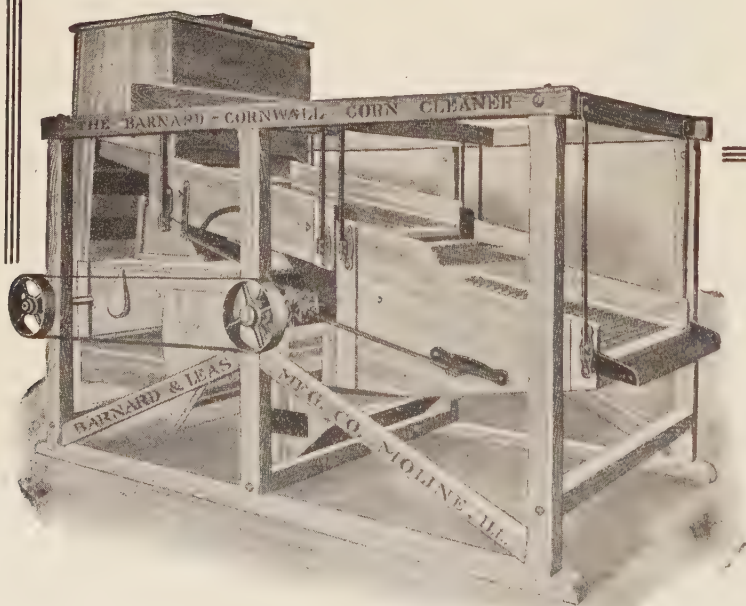
The Barnard-Cornwall Corn Cleaner needs no introduction to the elevator trade. Wherever corn is grown, it is well and favorably known. It was the first of the shaker corn cleaners, and was so superior to the ordinary rolling screen cleaner that its success was immediate and complete. It now has imitators all over the country. These imitators, however, all lack the one essential feature that has given it its great popularity. This is its patent finger sieve, which is of special construction and is the only form of sieve that will not clog and will remove the small cob ends and pieces of cob always present in corn cleaned by other machines.

The shaker is made in two parts as shown in the cut, and is operated by separate pairs of eccentrics working opposite each other.

These parts are constructed in such a way that the corn, shucks and cobs in passing from one to the other must pass over a row of steel rods of different lengths and then drop several inches. This serves to shake up the mass of shucks, cobs, etc., and allow the corn to fall through onto the tail sieve and give it a chance to make a better separation. The use of these rods and the extra drop is a valuable feature where there are many shucks mixed with the corn, since it prevents the corn from tailing over with the shucks, and thus increases the capacity of the machine.

The machine is essentially a corn cleaner, but is also adapted for first cleaning of other kinds of grain, such as wheat, oats, etc., by changing the sieves, and is a very good receiving separator.

Write for catalogue fully describing this wonderful machine. It is yours for the asking.



**BARNARD & LEAS MFG. CO.**  
**MILL BUILDERS AND**  
**MILL FURNISHERS**  
 ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



## GRAIN DEALERS JOURNAL

[Incorporated]

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### SUBSCRIPTION RATES

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A Red Wrapper on your Journal means your subscription has expired.

### THE ADVERTISING

value of The Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited.

### LETTERS

on subjects of interest to those engaged in the grain trade, news items, reports on crops, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaving grain in transit, are always welcome.

Entered at the Chicago, Ill., Post Office as Second-Class Matter Aug. 5, 1898.

CHICAGO, MAY 25, 1916

SIX DOLLARS a mile annually is all the C. & A. R. R. is charging farmers who cultivate its right of way, but operators of depots for bulk grain must pay ten times as much because the elevator might be wrecked by a derailed train. Why this discrimination?

TIPPING FOR CARS promises to be very unpopular in Saskatchewan. A conductor who had made it a practice to demand \$5 for each car from grain shippers, was fined \$175 and costs recently at Cadillac, for taking money for spotting cars at Gouverneur during the car famine last fall. When train crews are punished severely for demanding personal compensation for doing their plain duty, the car spotting fee will be a thing of the past.

CROP EXPERTS are to be supervised by the Chicago Board of Trade, in hope of weeding out the incompetent and unreliable, to the end that the trade may not be misled so frequently by discolored or misinformation. The Board of Trade proposes to forbid the circulation by members of the exchange of reports compiled by those known to be unreliable. The step is one to which the entire trade will give its hearty approval. When the crop experts are relieved of the suspicion of having given out sensational reports, primarily for the purpose of affecting the market, everyone will place more dependence on the crop reports circulated.

EXPERIENCE HAS always been recognized as the best teacher, so it is but natural that an Illinois firm operating two wood-shingled elevators at the same station should displace the wood shingle roof on its remaining elevator, when its best elevator was burned, as the result of locomotive sparks lighting on the elevator roof. So many fireproof substitutes for wood shingles are obtainable there is little excuse in plants remaining exposed to the spark hazard.

RECEIVERS who support lecture bureaus conducted for the purpose of inducing farmers to engage in the grain business on the side, overlook the fact that grain growing, like grain marketing, is a specialized calling worthy all the time and attention of any man. The successful farmer can not hope also to solve the problems and difficulties of any specialized business without slighting the demands of the farm. The jack of all trades never amounts to very much in any one line.

PLACING A TIME limit on furnishing account of sales of grain bought destination terms, is hardly practicable, because many delays oftentimes occur in some shipments which are not known in others, but it is the common talk among shippers in different sections of the country that certain buyers are decidedly slow in rendering account of sales. A conference either by mail or in a meeting of the suffering shippers, is about the only publicity which will quickly bring the slow movers to action.

CONGRESSMAN ADAMSON of Georgia, the man who has held up the Pomerene B/L Bill during the last three sessions of congress, has introduced a bill to prevent cheating thru false statements in letters and advertising. Can it be possible that people interested in the advancement of the Pomerene Bill have so maligned this bulwark of railroad interests that he deems it necessary to show his constituents that he is right by introducing a bill to protect them from a few unprincipled cheats who may be at large?

THE ENORMOUS DEMANDS of the railway employees could not be granted by the railroads without a material increase in freight rates, which would greatly increase the cost of living to everyone. Several grain trade associations have adopted resolutions calling upon the parties at interest to arbitrate their differences, and thus relieve the shipping public from the great losses and inconveniences sure to result from a general strike. The more active the shippers of the country are in insisting upon arbitration of differences, the less likelihood is there of their business being suspended by the threatened strike. It is up to the elevator men to magnify and use the influence they have to prevent the strike.

ONE OF THE southwestern associations proposes to discuss the advisability of shippers being required to invoice correctly each grain shipment, as to weights and grades. Inasmuch as the Interstate Commerce Law provides a fine of \$5,000 for false billing, the subject does not seem open for further discussion, except as relates to intrastate shipments. The sooner all shippers come to the uniform practice of stating exactly the weight of grain placed in each car, the sooner will the railroad companies come to recognize the reliability of those weights.

SHIPPERS who sell grain destination terms generally presume that the sale is to be governed by the terms of the market specified by the buyer or from which he conducts his business, and it is not presumed that the buyer can stretch "destination" to mean any other point over the wide world that he may select as the point of destination. The sooner buyers and sellers come to a clear understanding of what are the limitations of the word "destination" when put in a track bid, the sooner will the losses of the shippers and trials of the buyers be reduced.

BOOKKEEPING NEEDS to be so clear that all accountants can readily understand what is intended, otherwise the keeper of the books is very likely to be placed in an embarrassing tangle, if his accounts ever get before a judge and jury. A grain dealer of Manchester, Conn., recently sued a customer for \$1,000 alleged to be due for grain purchased, but the involved bookkeeping of his sons was so confusing and indefinite as to be denied admission as evidence in court. Evidence to the effect that the bookkeeper knew what was intended did not help to establish the evidence in the eyes of the court. Grain accounts should be kept so clearly that all bookkeepers will understand them in the same way.

112 RAILROADS are working a rank injustice to their claim agents by crediting the application of the Safety First principles in freight handling to having saved the roads over \$7,500,000 last year. These same roads paid loss and damage claims in 1914 amounting to \$31,916,543, while the claims paid last year aggregated fully 24% less. The auditors of the railroads have failed entirely to discover that the bluff and misrepresentation of the claim agents is responsible for more of this saving than the handlers of the freight. In order to determine the influence of the Safety First agitation we must have a comparative statement of the claims filed for freight lost and damage before and after the agitation started. In order to protect their rights, shippers everywhere must conduct their business more systematically, and follow up their claims more persistently, else the scheming freight claim agent will stop paying any claims for grain lost.



TELEGRAPH COMPANIES are making so many serious blunders in the transmission of important buying and selling orders, grain dealers are becoming weary of bearing the loss occasioned by the errors, hence some dealers with real backbone are suing the telegraph companies for damages, and others are threatening to do so.

DO YOU pay yourself a salary? Are your services of value to your business? Would you give the same service to another's business for nothing? If your business is not able to pay you for your services better resign and get a paying job before the sheriff calls for what you have left. But, before acting, read Mr. Butler's article on "Merchandise or Speculation?" elsewhere in this number.

THE POMERENE BILL is still denied consideration by the lower house of Congress by Congressman Adamson of Georgia. The railroads seem to have first consideration with some Congressmen, and they prefer that this excellent bill, which has been three times passed by the Senate, shall not be given a hearing in the lower house. In the meantime the railroads are forcing as many burdensome conditions upon the shipping public thru their Bs/L as is possible. How long the shippers will stand for it remains to be seen.

HANDLING GRAIN in bags has long been the established custom on the Pacific Coast, but the high price of bags and the demand for cheaper handling is increasing the number of meetings being held by farmers and dealers on the coast, and many contracts are being let for bulk handling elevators. The rice dealers of the South are also beginning to observe the marked increase in their bills for bags, and they, too, are conferring and agitating for the bulk handling system, so that shipping grain in bags will soon be a thing of the past in all parts of the U. S.

CONFIDENCE MEN are working the grain trade in all sections of the country, hence it behooves the careful grain man to exercise caution when dealing with strangers. About the time the traveler was imposing upon Iowa dealers, as noticed on page 721 of the last number of the Journal, a sharper using the name of J. A. Young, alias Levine, Williams, Winters, Wright and Thomas was arrested in California for swindling a Tacoma grain firm out of \$2,500. In Minneapolis this same man traveled under the name of A. B. Gibbons and caught several firms for varying amounts. When the railroads stop issuing S/O Bs/L in blank to all comers, it will be more difficult to get money without delivering some grain. If those who have suffered by reason of forged Bs/L would meet in conference, the grain trade would have a large convention, and those same firms should be able to wield enough influence to stop the issuing of blank S/O Bs/L.

GRAIN DEALERS WHO build elevators on railroad right of way, owe it to themselves and their business interests to wage a vigorous campaign against the increasing extortion of the railroad company for the use of this small strip of land. The railroads do not use the land when the grain dealer moves his elevator on to his own ground, and in view of the fact that the elevator is in reality a depot for facilitating the transferring of bulk grain from wagons to cars, the operator should be given a loading fee, instead of being taxed for a building site.

BUCKET SHOPS in all parts of the country are hiding their heads, shutting up shop and pulling down the signs, because the authorities are after them in earnest. Whenever they were unable to make their customers believe the market had gone their way, the sharpeners operating the bucket shops have closed up, and then opened another place around the corner under a different name. The public is beginning to get wise to their game, but unless the authorities take steps to keep them closed, the perpetual crop of suckers will enable them to start without assets under a new name at frequent intervals.

DISCOUNTS ON off grade grain sold shippers track have always been a source of much friction between buyers and sellers, and they will continue to be the cause of trouble until a reasonable discount is agreed upon in advance. Then this opportunity for disputes is removed, and the shipper will be warned in advance to make sure that his grain will grade up to contract. It would really be much better for the shippers if the track buyers would either refuse to accept off-grade on contract, or else insist on a discount of at least 10c a bushel. This would make it necessary for shippers to equip their houses with cleaners and driers needed to bring their grain up to contract, but it would insure them certain profits.

CARS LEAKING GRAIN in transit are reported systematically by the Minnesota State Grain Inspection Dept. During the first three months of 1916 only 2,180 cars were reported to be leaking grain upon their arrival in the Minneapolis terminal, altho the number of cars received during the first three months aggregated 48,035. During the same period of 1915, 38,001 cars were inspected and only 1,737 were reported leaking. During the same period of 1914, 35,227 cars were inspected and 2,413 were reported leaking. Notwithstanding the marked increase in the number of cars inspected during the present year over the preceding years, the number of cars reported leaking has steadily decreased. This goes to prove that the railroads are furnishing better cars, and the shippers are taking greater pains to cooper them carefully, with the result that much grain is being saved.

SHIPPERS WHO give buyers definite instructions as to how each carload of grain shipped should be applied leave no doubt in the receiver's mind as to shipper's intention. Many controversies now arising in the course of business would be prevented, if all dealers were more careful to make certain that confirmation of sale is clearly understood by themselves and the buyers, and that each shipment is applied as intended. When no advices are sent of shipment to the receiver, then it is up to him to guess what is the intent of the shipper. It is just as easy and far more satisfactory to give explicit instructions in every case.

NOTWITHSTANDING the greedy demands of the railroads for exorbitant rentals for elevator sites on railroad right of way, some men continue to apply for site upon which to build new elevators. The question naturally arises: "How can they afford to rent railroad ground when the rentals are being advanced so rapidly, and the lessors are required to assume responsibility for nearly everything that happens within 100 yards of the site?" If the elevator owners calmly submit to the many impositions being heaped upon them thru the medium of ground leases, they must expect these to be followed with others even more burdensome by the railroad officials.

IT IS GRATIFYING to note that most of the central markets are now making official reports on the condition of cars and the numbers and initials of seals on each car of grain received, these certificates being given to the receiver, who is supposed to attach them to the account of sales sent the shipper. By such a practice shippers will have their attention called to the weak spots in their coopering. It is but natural that if a shipper learned that every one of his cars leaked over the grain door, he would board the doors higher. If the weighman at terminal markets will but point out the defects in the cooperage of grain laden cars, the shippers will involuntarily take steps to remedy the trouble.

EVERY GRAIN DEALER recognizes that many stations have more elevators than are needed to handle the business of the station, but what grain dealer will be willing to close up shop and retire from business, thus sacrificing his investment and any good will he may possess? The grain marketed at most country stations could be easily handled thru two or three well equipped elevators. However, it must be borne in mind that overcompetition naturally works for narrower margins, and this seems to be agreeable to both the producers and most of the dealers, in fact a great many country elevator operators are doing business on such a narrow margin that they cannot be charged with having a desire for a profit in business. Let competition, not the state, regulate.



## The Value of Grain Lost in Transit.

The railroads are issuing notices to shippers thru supplements to their tariff sheets that henceforth "the amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property at the place and time of shipment."

The grain shippers of the country should protest most vigorously against any such provision being made a part of the contract for the shipments of grain. Shippers frequently enter into contracts for grain months in advance of its actual shipment, and occasionally the market price at destination is far greater than the invoice price or the value at the point of shipment. If the carrier destroys a man's grain it should be required to go into the open market and replace the grain, or else make good to the shipper the loss caused him by the destruction of the grain, because that is the true measure of the damage caused.

Occasionally shippers have been compelled to go into the open market and pay 15c and 20c a bu. more for grain than they had paid for the grain destroyed in transit by the railroad company. Grain shippers should fight vigorously against the enforcement of this iniquitous clause, because it would be the means of the railroads escaping their legal and moral obligation to replace property lost or destroyed.

## Uniform Tests Necessary to Uniform Results.

The effort being put forth by the American Association of Cereal Chemists to attain uniform methods in laboratory work, is certainly worthy of commendation from all sections of the trades who employ the services of the chemist. Continued complaints from feed manufacturers and flour makers have forced the chemists to admit that varying methods are giving indifferent results, and that it will be necessary to formulate a set of standards of practice in order to avoid varying tests from the same sample.

Those engaged in the corn trade have made frequent complaints of similar character. So much dependence is placed upon the exact percentage of moisture found in different samples of corn, it would seem absolutely necessary that all moisture tests be conducted under similar conditions, and with similar care, else the trade will soon be forced to have three or four tests made on all line grade corn, in order to check one authority against another. As in conducting chemical tests of flour and feedstuffs, so in making moisture tests of corn, the conditions, the care and the method of conducting the test must be uniform, else uniform results are not probable.

It was only last winter that one laboratory discovered that the tester flasks on

the outside of each bank of testers invariably gave a lower percentage of moisture on the same sample of corn than did the flasks on the inside of the bank. The temperature of the room in which these tests are conducted, the exposure of the flasks to cold air draughts and other conditions which are likely to affect the heating of the contents of the flasks, all make for a variation that will frequently and unjustly take money out of the shipper's pocket. It would seem proper that the men in charge of the tests being made by the inspection departments should have a conference and adopt uniform methods, to the end that the trade should have fewer variations in moisture tests on the same car of grain.

## Must Pay for Stored Grain Twice.

Buyers of grain stored in North Dakota elevators for growers will hereafter take precaution to determine whether or not the sellers are likely to pay the growers for the grain. Recently the North Dakota Grain Co., which operated elevators at Walum and Dazey, went broke, owing the farmers about \$25,000 for grain which had been stored in the elevators, and sold to the Consolidated Elvtr. Co., of Duluth, without consulting the ticket holders.

The Consolidated Elvtr. Co. has already paid \$8,000 to the Railway Commission of North Dakota for distribution among the owners of stored grain which it bought, and the trust company which bonded the defunct grain company for \$10,000, is said to be contemplating calling upon the Consolidated Elvtr. Co. for every penny it pays to local holders of storage tickets whose grain was sold to the Consolidated.

This new complication in the grain trade of the Northwest is very likely to cause every buyer to insist upon knowing the name and responsibility of the shipper in every case, otherwise he may have to pay for the grain a second time. If the practice becomes common of going after the buyer of stored grain, in cases where the country elevator operator fails, receivers and track buyers everywhere will soon be forced to demand the life history of every kernel before even bidding on it.

If the North Dakota plan of indemnifying the growers who store becomes common, every farmer will insist upon storing all of his grain and the responsibility of the elevator man will seldom give the grower one minute's concern. The terminal elevator company who bought the stored grain is the real sufferer, while the operator of the country elevators who shipped out grain which did not belong to him goes free. The law is wrong. Any laws which foster such injustice need overhauling and revision, to the end that the real culprit may be punished. The selling of stored grain has long made much trouble for those engaged in the grain business, and always will make trouble, but it is not right that the punishment should be inflicted upon dealers who buy stored grain in the open market from established dealers.

## Will Again Deduct for Natural Shrinkage.

The railroads of the western territory, having failed once in their attempt to force the natural shrinkage deduction upon the grain shippers, are not to be discouraged by one failure, so they are now publishing a new rule in connection with their grain tariffs, effective June 1st, which provides:

Carriers will not be responsible for differences in weight of bulk grain when due to natural shrinkage or discrepancies in weight and will only be responsible where actual loss is due to defective equipment or other cause for which carriers are liable.

When liability is established, the loss in weight will be subject to deduction of one-eighth ( $\frac{1}{8}$ ) per cent on wheat, rye, oats or other small grain and one-quarter ( $\frac{1}{4}$ ) per cent on corn.

These deductions representing reasonable shrinkage due to evaporation or other natural causes, to be made from shipping weights.

If the railroad companies accept the grain at the shippers' weights, then it is up to them to make delivery of the full amount received.

Every grain dealer knows that new, damp grain, fresh from the fields, will shrink more by evaporation than will old, dry grain.

Every shipper and every railroad man should know that grain transported 100 miles or kept in car one week is not likely to shrink as much as grain transported 1,000 or 1,200 miles and kept in car five or six weeks.

Both shippers and carriers know that grain is not likely to shrink as the result of evaporation when shipped during rainy, damp weather, as much as it will in the dry, hot days of July and August; in fact many shipments of dry grain have been known to absorb moisture when they were loaded or unloaded on a damp, misty day.

Everyone recognizes that shrinkage is not a matter which can be established by rule, hence any attempt on the part of the railroads to take a shipper's property by this shrinkage rule will be checked by the courts. Carriers attempting to deduct from claims for loss of grain in transit will be required to prove that the grain in the car upon which the claim is filed did actually shrink the amount specified in their rule.

Shippers have never asked carriers to be responsible for discrepancies in weight. Every effort is being put forth to insure scales at initial and destination points weighing accurately and correctly at all times, and any assistance offered by the carriers will be most welcome by the members of the trade, but the shippers will not be content to permit any of the railroad officials to set themselves up as an authority on how much grain will shrink and then insist on such a deduction from all claims for losses of grain in transit. The railroad officials have had their own way in so many controversies during recent months that they are becoming cocksure of every contention, and it is time for the members of the grain trade to take a firm stand against any more unfair, unreasonable and burdensome conditions or taxes upon the trade.

If the railroads would give as much time and thought to providing good cars and to protecting loaded cars from thieves as they do to trying to waste shippers' property without due compensation the claims for grain lost in transit would be greatly reduced.



## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Bulk Elevators for Pacific Northwest.

*Grain Dealers Journal:* Thruout the country there is considerable agitation looking towards the construction of bulk elevators and I am of the opinion that a number will be erected at interior points before the present crop is ready to move.

A very strong agitation is being had in this state now with a view of changing the method of handling grain from sacks to bulk. The change, of course, will necessitate the erection of elevators thruout the entire grain producing section and if this takes place, will necessitate the erection of some large terminal elevators as well.—R. D. Jarboe, Chief Grain Inspector, Tacoma, Wash.

### Bulk Handling Revolutionary.

*Grain Dealers Journal:* The use of grain elevators in California would work an entire revolution in the manner of handling our grain crops, and the cost of the change, to my mind, precludes such installation. Much of the grain crop is moved by water on steamboats and barges, and transportation companies would hesitate to incur the expense of a change, particularly as our crops are handled in individual parcels and not under "grades" in bulk.

Grain acreage in California is decreasing, as the large tracts are being cut up in small holdings and used for other purposes. Our state consumption is overtaking the production and it will not be many years before our export business will be nominal. There are no elevators being erected in this city.—Henry C. Bunker, Chief Inspector, San Francisco, Cal.

### Do Not Advance Money to Farmers.

*Grain Dealers Journal:* Do not advance money to farmers with or without interest. If you are going to run a banking business, get a bank and get out of the grain business. The money so advanced is out of your line of business and should the credit of the farmer be good enough on which to advance your money, the local banker will be glad to get his business at a reasonable percent. If his credit be not good enough to insure him the loan at the bank, it is not good enough for you.

I believe that the country dealer should gradually work out of the idea of contracting grain and buy each load passing over his scale on its own individual merits and should the farmer not collect for the grain, to pay him the price of each day's delivery, ruling price day of delivery.

Contracting on sample is usually poor business as the bulk of the grain seldom is equal to the sample.—James Robinson, Fötter, Kan.

### Holes Not Needed in Car Roofs.

*Grain Dealers Journal:* In reading different grain dealers' remarks on doors in car roofs, will say that I am neutral on this question, but I am not in favor of murdering the car with extra port holes on sides as Mr. J. L. Justic of Grainfield, Kan., suggests. I would like to ask Mr. J. L. J. how on green earth he intends to get his spout into a small hole and control the loading of the grain without going thru the big door in the center of the car and after all eat about twice as much dust as at present.

My experiences are that if the loading spout is correctly hung and the right height above the car, a grain buyer of an ordinary elevator will have no trouble in loading cars.

When I first took this station it was impossible to load a big car with oats without shoveling, but with a little work and common sense I hung the spout higher and adjusted the flexible spout so as to give it a more direct shoot. Now there isn't a car too big or too small that I can't load without going into the car after it has been coopered. The only thing that I call work about loading cars is the coopering, and in place of going to the railroad commission for a thing that would not help out 10% of the grain dealers, why not go after a thing that would help out all the grain dealers and, that is to go after them and make the railroad companies cooper and line the cars before spotting same.—Yours truly, F. A. Nickel, agent Thorpe Elev. Co., Garretson, S. D.

### Carriers Give Poor Service.

*Grain Dealers Journal:* I find great difficulties with the carriers in various ways. They very often furnish improper equipment for carrying goods, and have them damaged en route, and they are very, very slow in adjusting losses caused in this way. Why is this, when on the other hand if shippers owe them anything they are after them with a sharp stick; in many cases make them pay before cars are unloaded?

We also find the car service rules very much one-sided. Useless to mention which side is favored. When the rules were made that shippers and receivers should have two days' free time to load and unload cars, minimum car loads of grain were from 500 to 600 bus. of wheat and corn and about 800 bus. of oats.

Now that was changed to a 1,000 bus. of wheat and corn, and 1,500 bus. of oats, while the free time to load and unload remains at 48 hours, while they double up on charges after certain days. We admit it is fair to charge for storage, but the free time should be changed to 3 days by reason of having larger cars, and again someone says, very appropriately too: "It is a poor rule that does not work both ways."

Why should not carriers be compelled to make delivery of cars in due time? Say, give them a day for each 50 miles of hauling, 10 days for a distance of 500 miles and if they fail to do this pay \$1 per day for holding cars on the road overtime. Every shipper well knows what would be the result. I could cite many instances where a great deal of money was lost by reason of delays in delivery of cars. Many trade and shipping conditions could and should be improved, and I pray that thru the aid of the valued Grain Dealers Journal, the shippers and carriers, great improvements will be brought into effect in the near future.—John R. Burkholder, Lancaster, Pa.

### Wood Partitions Causes Steel Tank to Buckle.

*Grain Dealers Journal:* We are taking down our steel storage tank. In the first place on account of this tank being so large we feared that the foundations were going to give out, and for the past few years we have not been able to use it to its full capacity on account of its buckling. This tank had wooden partitions in it, which caused it to buckle on the opposite side in which wheat was stored. This, however, is not the important reason. We find that in storing wheat in iron or steel tanks here it gathers considerable moisture and the wheat will not keep as good, particularly during this past year, when you could go into these steel tanks and scoop the water from the inside.

We find that concrete is very much more satisfactory for the storage of wheat and the wheat is in much better condition when it comes out in the spring. We are putting up an up-to-date house which will have a storage capacity of a half-a-million bushels.—R. F. Meek, Mgr. Pur. Dept. The Shredded Wheat Co., Niagara Falls, N. Y.

### Favors Doors in Car Roofs.

*Grain Dealers Journal:* Referring to the many letters regarding putting doors in the roofs of cars, will say I think it would be a good thing and I hope the agitation will be pushed along until we get new cars fixed that way as fast as they are built. I think it would be a fruitless task to try and have all old cars fixed over, as the additional expense would be out of the question with any railroad. It doesn't make any difference if putting the doors in the car roof would be an inducement to a farmer to ship his grain. If some of these fellows who talk against the proposition would have to get into a car and shovel 100 cars a year, I think they would change their minds. I think it will not make any difference whether we have doors in the top or sides, if the farmer makes up his mind to ship his own grain he is going to do it, regardless of how the cars are fixed. You can provide a very modern equipped elevator in every respect, yet if the farmer wants to ship his grain he will do so and your modern elevator does not attract him. Let the good work go on, as I think we are entitled to all we get from the railroads.—W. S. Trask, Oakes, No. Dak.

### Avoiding Trouble with Landlords.

*Grain Dealers Journal:* To avoid trouble with landlords when buying tenants' grain it is a good plan not to permit pettifoggers or grafters to see the books to make capital. By following this method I have saved myself and the company I was with from grief in four or five cases.

To avoid some of the feed sale nuisances in town and rich deadbeats I had the following sign stuck up in three places: "Do you believe in signs? Well, you are reading this now: Grain when sold is spot cash, loads 5 cents per bu. over cost; sack stuff 10 cents per bu. extra."

"To lienholders: Notice, no attention paid only when written statement is delivered us."

I have ordered pettifoggers out of my office and if I had to do it over again I would turn the hose on them.

The larger the business the greater the nuisance is the collector. When business is rushing, especially in winter, the



collectors try to squeeze out their commissions. An agent or buyer simply has to be prepared and study every dodge crooks resort to. Companies that do not approve of A1 work by the agent should hire third-raters to run their houses and drive farmers to feeding stock, and lose money.—D. McKenzie, Woodbine, Ia.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Are Carloaders Practicable?

*Grain Dealers Journal:* Will be pleased to know what has been the experience of country elevator men with power carloaders and whether or not they are considered practicable for elevators of 10,000 to 15,000 bus. capacity. If anyone in this section of the country has one in operation, I would be pleased to know of it, so that I can go and see it working.—A. C. Dunning, Shelby, Neb.

### Check Valve for Choke-Ups?

*Grain Dealers Journal:* What device is there we can use to overcome the choking up of the elevator leg?—Katy Grain Co., Kansas City, Okla.

**Ans.:** As chokes are caused by the bin filling up and grain backing up into the distributor and elevator head they can be prevented by placing an emergency outlet between the head and the bin, operated automatically by the weight of the accumulating grain, which can be dumped on the floor or spouted to a hopper and fed back into the leg at the boot. Such a relief valve can be contrived and put in by the millwright; but the patented devices designed for this purpose are the best.

### Carrier Liable for Shortage.

*Grain Dealers Journal:* On in bound shipment of oats to us car was 530 lbs. short of shipper's affidavit weights, and on which amount the railway company collected freight. The claim department has returned this claim and says their records show no leakage or otherwise bad order and loss was from natural shrinkage or difference in scale weights.

Wasn't there a case settled in the Kansas courts, that the carrier was liable for amount of merchandise received and was supposed to deliver the said amount or make good its loss?

This is a just claim and we think we should be reimbursed for amount of shortage.—Bartlett Bros. Grain Co., Norwich, Kan.

**Ans.:** The fact that the records of the railroad company show no leakage does not affect the claim, as such evidence does not prove that the shipper did not load the full amount shown by his affidavits. If the grain leaked out without the knowledge of the carrier, which is likely, its records would not show the leakage, yet the carrier is liable for the loss.

If suit is brot the shipper proving the amount loaded can recover, but under the Kansas law the railroad company can deduct the so-called natural shrinkage, thereby depriving shipper of one-third of his just claim.

A Kansas case in which the shipper got judgment against the carrier for leakage in transit is that of J. R. Harold against the Santa Fe, decided Dec. 12, 1914, by the Supreme Court of Kansas, and reported on page 90 of the book, "The Grain Shipper and the Law," just published by the Grain Dealers Journal.

### Can Carrier Refuse Claim?

*Grain Dealers Journal:* Can the railroad company refuse to pay a claim on a car of grain which has arrived at destination leaking at the grain door?

The railroad company alleges that the car had not been coopered effectively.—W. D. Rapp & Son., Sabina, O.

**Ans.:** The fact that the car was leaking on arrival, supported by affidavits of the persons who saw it leaking, is sufficient to warrant the railroad company in paying the claim. If refused, the shipper can recover his loss by suit. If refused it must be that the claim department of the carrier was not advised that the shipper had proof of leaking condition.

The railroad company is responsible for the coopering, even if it is done by the shipper, unless it can be proved that the latter was guilty of gross negligence.

### Must Seller Furnish Weight and Grade Certificates?

*Grain Dealers Journal:* Under a decision by the board of arbitration of the Minneapolis Chamber of Commerce, reported in the Journal Mar. 10, and referred to in the Journal May 10, page 722, it seems that in the case of the St. John Grain Co. and the Maney Export Co. certificates of weight and inspection had to be furnished at time draft was presented in order to meet the requirements of the contract.

Is there any court decision of any state that such certificates must be furnished to support the contention that full compliance with the contract had been met?—J. C. Smith & Wallace Co., Newark, N. J.

### Is Confirmation Necessary?

*Grain Dealers Journal:* District Judge F. F. Prigg of Hutchinson, Kan., has just decided, in the case of Cargill Com's'n Co., Minneapolis, vs. Hutchinson Grain Co., that a contract is not entered into until confirmation is received. The Hutchinson Grain Co. some months ago wired the Cargill Com's'n Co., offering, as it supposed, to sell from 3,000 to 3,500 bus. of wheat. Thru error in the use of a code, the message offered from 30,000 to 35,000 bus.

The Cargill Co. immediately began selling against this grain, which it had promptly accepted, and on receipt of confirmation, which offered only a maximum of 3,500, was compelled to buy back all the wheat over that amount, which it had sold on receipt of the first telegram. Meanwhile the price had advanced and to protect itself the Cargill Co. brot suit for recovery of its loss, the difference in the purchase and selling price of the wheat sold in excess of 3,500 bushels.

The case was up for hearing at Hutchinson within the last two weeks, and Judge Prigg found that inasmuch as the Cargill Co. had gone ahead on its own account and sold wheat before receipt of the confirmation, it had no case against the Hutchinson Grain Co. The case will be appealed, if possible, tho it is likely that a new case will have to be opened.

The opinion prevailing among the grain trade here is that if the decision of Judge Prigg was considered as a precedent the business would revert back to the days of mail transactions. In many instances market prices show a big variation in the time between receipt of first wire and the confirmation, when a confirmation is ordered.

Has a precedent already been established in a case similar to this, and if so, where was it tried and by whom?—J. M. A.

### Insurance Rates of Different Classes of Buildings?

*Grain Dealers Journal:* Is there a book or a pamphlet giving information on the construction of a building, maximum area of floor space and general equipment to secure a low rate of insurance? What is the key rate which affects each class of building and the different rate of insurance on each?—Wm. Rennie Co., Toronto, Ont.

**Ans.:** For grain elevators and mills the mutual fire insurance companies issue a pamphlet known as the "fire insurance rate schedule" giving the basis rate and the additional charges for specified hazards.

### How to Recover for Carrier's Delay in Delivery?

*Grain Dealers Journal:* On Nov. 24, 1914, I shipped from Fletcher, O., car of yellow corn in good, sound condition to Baltimore, Md., via Union Line for export. At the time shipment was made I sent a letter to the division agent of the Union Line at Columbus, O., notifying him of shipment and requesting him to trace car, and see that it was given continuous movement.

In order to keep this matter before the division agent of the Union Line at Columbus, I wrote two more letters, and finally under date of Dec. 30 I had letter from agent advising that this car had been traced to Tremonium Yards on Dec. 2 and no doubt had long since been delivered.

I naturally presumed that such advice coming from the Union Line division agent was accurate, and depending on same I thought no more of the car, and as exporters at that time were considerably behind with account sales I thought nothing of my failure to have accounts from my firm.

The facts of the case are that this car in question was permitted to lay at Tremonium Yards from Dec. 2 until Jan. 30, and delivery was not made at Baltimore until about Feb. 1, at which time contents were in very bad condition, and I was forced to accept a discount of 25c per bushel.

Claim was filed with the Union Line within the provided time, and I have their acknowledgment together with claim number, and the most persistent efforts have not resulted in my obtaining settlement of this claim. Freight claim agent of the Union Line has offered one non-sensical excuse after another. He has contradicted himself as high as three times in the same letter, and failed to attempt to answer the arguments pertaining to the case, which have been put up to him. In fact they do not seem to have any particular reason, but just merely refuse to make settlement.

The railroad company admits it permitted this car to lie in Tremonium the time which I have stated above. They admit that cars shipped after this one were being delivered while this car was permitted to lie at Tremonium Yards. They at first made the statement that the delay was occasioned by consignee's inability to accept delivery, but fell down on their statement when they were demanded to show service bills, and had to back away from their contention.

Every authority who has viewed my claim has decided that the railroad company was criminally negligent, but how to force settlement without suit, is what I would like to have pointed out to me.

If some shipper can advise me of a similar claim that has been settled by the Union Line, I trust the favored claimant



will do so; as this will permit me to lay complaint before the Interstate Commerce Commission on grounds of discrimination.—E. M. Crowe, Piqua, O.

### Recovery of Proceeds of Draft?

*Grain Dealers Journal:* What recourse has a buyer who has paid draft on a shipment of seed found on examination to contain musty and inferior seed? Will an attachment of the proceeds of draft in the possession of the bank hold good?—Pittsburg Corn Mills, Pittsburg, Kan.

**Ans.:** Buyer's attachment of the proceeds of draft in possession of bank will hold good in case the bank holds the funds only as a collection agent for the account of the seller, which is usually the case, the bank crediting the account of the seller. If, as is rarely the case, the bank bot the draft outright the proceeds belong to the bank and not to the seller, and would not be subject to attachment in a suit against the seller.

### Fine for Misquoting Rate.

*Grain Dealers Journal:* Is a railroad company subject to a fine or is there a state or federal law covering division freight agent quoting an erroneous freight rate to a shipper by mail.—C. W. Harris, Mattoon, Ill.

**Ans.:** Yes; under the Interstate Commerce Act the railroad company is liable to a fine for the acts of its officers. Sec. 1, paragraph 2, of the Act as amended June 29, 1906, provides: "Any offer to depart from the rate filed with the Interstate Commerce Commission shall be deemed to be an offense under this section of this act."

To be guilty the freight agent, under the definition of the offense under the act must have made the offer "knowingly." The fine is \$1,000 to \$20,000, and not more than two years' imprisonment.

### Decision of I. C. C. on Natural Shrinkage?

*Grain Dealers Journal:* Some few months ago the Journal published a decision of the Interstate Commerce Commission in regard to the deduction for natural shrinkage on shipments of bulk grain. As we remember the decision it prohibited the railroad companies from incorporating the shrinkage clause in their tariffs. We would like to have information on this particular case.—Westbrook Grain & Milling Co., Pine Bluff, Ark.

**Ans.:** On complaint by the A. B. Crouch Grain Co., of Temple, Tex., the Interstate Commerce Commission held that complainant had not shown sufficient facts to make the shrinkage deduction in the tariffs unreasonable, the decision of the Commission being published on pages 692 and 693 of the Journal for Nov. 10, 1915, which should be read to have a clear understanding of the status of this case, which the Commission has reopened for the hearing of additional evidence, since the district court of Nebraska had declared the deduction unreasonable.

E. P. Smith, the able attorney of the Omaha Grain Exchange, recently presented a voluminous brief showing that the I. C. C. has no authority to place its approval on such deduction in a tariff and that the deduction is indefensible from every standpoint.

## Our Callers

H. E. Garrison, Converse, Ind.  
V. E. Butler, Minneapolis, Minn.  
Wm. S. Powell, chief inspector, Cairo.  
R. T. Miles, chief grain inspector, Galveston, Tex.  
Geo. E. Traut, of Grain Dealers Fire Ins. Co., Bloomington, Ill.  
J. W. Sale, pres. Studabaker Grain & Seed Co., Bluffton, Ind.  
C. A. McCotter, sec'y Grain Dealers Fire Ins. Co., Indianapolis, Ind.  
Gage McCotter, mgr. automobile dept., Grain Dealers Fire Ins. Co., Indianapolis,

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### ALABAMA.

Birmingham, Ala., May 12.—A large crop of both corn and oats planted this season; dry weather is beginning to injure crops to some extent.—O. Fulton, Clark & Full-ton.

### CALIFORNIA.

Modesto, Cal., May 8.—Grain crops materially damaged by continued dry weather during April and first part of May; probably yield will be cut down  $\frac{1}{2}$  if dry weather continues.—Henry G. Turner, of Grange Co.

### CANADA.

Toronto, Ont., May 1.—Fall wheat so far gives excellent promise; top not so heavy as usual, as much of crop was sown late, owing to wet ground; have healthy and vigorous appearance; has been little injury from spring heaving; few complaints of injury from insects.—Dept. of Agriculture.

Ottawa, Ont., May 15.—Fall wheat so far promises excellent returns; less than usual will be plowed up or resown; fewer complaints of injury from insect pests. Not half the expected acreage of spring grain seeding has been done so far; many not able to get into fields. Later field crops, such as corn, buckwheat and beans, are likely to be more extensively grown to make up deficiency; more mixed grains will be sown for feeding live stock, chiefly oats and barley.—Dept. of Agriculture.

### IDAHO.

Quigley, Ida., May 10.—Present crop prospect good.—J. H. Craig, postmaster.

Jerome, Ida., May 19.—Having unusually late spring in this section; had some severe wind storms with cold weather following this month; some grain crops damaged by wind and cold; but, altho late, will no doubt have fair crop of grain with favorable weather; prospects good for fine supply of water for irrigation this season; look for good crop of wheat and oats; season has been dry and cold, but having helpful rain today.—Wm. Wagner, mgr. Jerome Mfg. & Elvtr. Co.

### ILLINOIS.

Springfield, Ill., May 11.—Fully 50% planting done; work in full blast with 3 or 4 teams in every field.—G.

### INDIANA.

Markle, Ind., May 10.—Wheat prospects better than in April, but with small acreage of wheat and that plowed up for oats will not have enuf wheat to call it a crop; oats acreage larger than normal; growing well now; rains have retarded corn planting; considerable plowing to be done; if rains continue it will make late corn or reduction of acreage; little planted to date; weather has been cool and wet.—J. F. Plice.

### IOWA.

New Hartford, Ia., May 20.—Small grain looks good in this section, but much of corn will have to be replanted unless we have warm weather soon.—Van Deest & Son.

Des Moines, Ia., May 16.—Had heavy rains on 13th and 14th; as a result corn planting was suspended; probably 60% of crop planted; spring small grain looks fine; winter wheat much below normal.—Iowa Section, Weather Bureau, Dept. of Agriculture.

### KANSAS.

Price, Kan., May 11.—Large corn acreage being sown.—M. J. Steiner.

Vesper, Kan., May 11.—Wheat acreage decreased 22%.—Matt Matson.

Inman, Kan., May 11.—Wheat acreage slightly decreased.—D. J. Ratzlaff.

Wathena, Kan., May 11.—Wheat acreage 15% short of last year.—F. C. Foley.

Palmer, Kan., May 11.—Wheat acreage only about 50% of last year.—H. B. Nye.

Garden, Kan., May 11.—Wheat acreage not as large as last year.—J. E. Andrews.

Reserve, Kan., May 11.—Wheat acreage 15% short; none plowed up.—J. M. Gilmore.

Lindsborg, Kan., May 11.—Wheat acreage about 100%.—Lindsborg Mill & Elvtr. Co.

Perry, Kan., May 16.—Growing wheat looks good.—R. A. Yost, of Farmers' Elvtr. Co.

Hiawatha, Kan., May 11.—Wheat acreage about 5% less than last year.—Ward Salisbury.

Clifton, Kan., May 11.—Wheat acreage 90% of last year; none abandoned.—C. D. Marshall.

Talmage, Kan., May 11.—Wheat acreage 10% less than last year; none abandoned.—A. V. Steele.

Sabetha, Kan., May 11.—Wheat acreage 85% of last year.—C. L. Parker, mgr. Derby Grain Co.

Lincoln, Kan., May 11.—Wheat acreage decreased 15%.—Thos. J. Bran, Jr., Prop. Lincoln Roller Mills.

Clifton, Kan., May 11.—Wheat acreage 15% less than last year.—E. E. Larimer, mgr. Caywood Grain Co.

Ford, Kan., May 20.—Wheat in this part of country badly in need of rain.—Stanley Tuttle, agt. Liberal Elvtr. Co.

Lindsborg, Kan., May 11.—Wheat acreage 75%; none abandoned.—W. Hagstrom, mgr. Smoky Valley Roller Mills.

Lucas, Kan., May 11.—Wheat acreage 25% less than last year.—W. E. Ekey, mgr. Farmers' Mfg. & Mercantile Ass'n.

Frankfort, Kan., May 11.—Wheat acreage not over 30% of last year; heavy acreage of corn and oats.—G. E. Gano.

Ellsworth, Kan., May 11.—Wheat acreage probably 10 to 20% short of last year.—H. Work, mgr. Ellsworth Mill & Elvtr. Co.

Winona, Kan., May 11.—Wheat acreage about same as last year; probably 5% plowed up; corn acreage will be large.—W. A. Harding.

Westfall sta. (Beverly p. o.), Kan., May 10.—Crop prospect in this locality not good at present.—W. H. Howell, sec'y Farmers' Grain & Supply Co.

Valley Center, Kan., May 11.—Wheat acreage not as large as last fall; crop does not look right; lots of fly; dry and windy; oats acreage large; not doing good; corn acreage largest in recent years.—Joe Clark.

Kansas, May 22.—Winter wheat estimated yield 108,000,000 bus.; yield per acre 13.5 bus.; marked depreciation in prospect during past month. Corn about 80% planted; condition 86.1%; oats condition 75.7%.—Board of Agriculture.

Wilson, Kan., May 15.—Have had fine rains last few days, which places our crop in good condition for the present; with ample moisture on present prospect our crop should average 15 bus.; spring cold and backward; farmers busy with farm work.—B. F. Snider, mgr. Weber & Co.

Coffeyville, Kan., May 18.—Reports are crop conditions vary; some think wheat and oats will be a little above 10-year average; others say both crops will be poor; corn growing well in this vicinity, altho seeding is not completed; some corn is 4 or 5 in. high with good stand; a little more rain and warm weather is all that is needed.—G.

Concordia, Kan., May 20.—Made a 30-mile drive in fly infested territory adjacent to Concordia and failed to find any fly damage; saw some fields a little yellow, but on examining found it mostly due to being on old ground that should have been rotated with other crops or on wash land where there was no soil; condition compared with 2 weeks ago is greatly improved; weather now ideal for wheat; corn planting progressing well; have plenty of moisture.—John W. Taylor, mgr. Farmers Mill & Elvtr. Co.



Westfall sta. (Beverly p. o.), Kan., May 15.—Wheat not very good; will make 8 to 10 bus. if nothing happens to it.—A. E. Harmon, mgr. Farmers Elvtr. Co.

## MINNESOTA.

Minneapolis, Minn., May 11.—Decrease in wheat acreage; with favorable weather will continue to seed for another week; South Dakota in good condition.—Quinn-Shepardson Co.

Minneapolis, Minn., May 11.—Wheat acreage decreased 10 to 15%, which means increase in oats, flax and barley; extreme north of North Dakota will produce nothing.—Benson-Newhouse-Stabeck Co.

Minneapolis, Minn., May 11.—Wheat acreage in this state decreased 15%; decrease of 10 to 12% in South Dakota; decrease of 25% in North Dakota; this means increase in oats and barley acreage; will have record corn acreage all over, especially South Dakota.—Cassidy & Munson.

## MISSOURI.

Missouri, May 12.—Farmers along Washash say they will only get about 40% wheat crop.—W. B. G.

Archie, Mo., May 10.—Wheat poor; oats look fine; acreage large; corn about 75% planted; ground in fine condition and large acreage.—A. A. Marshall & Son.

Springfield, Mo., May 16.—Wheat will be about 60% of normal. Fly may reduce this to 45%. Ivan Link of the Link Milling Co. had a field of wheat on his farm that 2 weeks ago gave the finest promise, but now is going back very fast.—G.

## MONTANA.

Montana, May 11.—Lots of winter wheat killed; farmers are going into field putting in spring wheat.—Traveler.

Stanford, Mont., May 10.—Condition of crop at present not favorable.—C. G. Harding, agt. Rocky Mountain Elvtr. Co.

Portage, Mont., May 12.—About 30% of winter wheat is frozen out in this section; most farmers busy reseeding wheat and flax.—H. Swain, agt. Rocky Mountain Elvtr. Co.

## NEBRASKA.

Eagle, Neb., May 11.—Wheat acreage 30% less than last year.—Geo. Trunkenboz.

Norfolk, Neb., May 13.—Prospects of good small grain crop favorable; now getting a much needed rain.—Salter Coal & Grain Co.

Sargent, Neb., May 15.—Crops suffered heavy damage from drouth and high winds for past 6 weeks; had fine rain last night which put crops in good shape for present, as far as moisture is concerned.—David T. Adams.

## NEW MEXICO.

Melrose, N. M., May 18.—Winter wheat looks fine; some heading; acreage twice as large as last year; condition much better; just had good rain; Pinto beans are being planted.—Robert Stone, mgr. Clovis Mill & Elvtr. Co.

## NORTH DAKOTA.

Mercer, N. D., May 10.—Seeding late.—S. Stevenson, agt. Crown Elvtr. Co.

Garrison, N. D., May 10.—Wheat acreage will be short this year owing to late spring; very little wheat seeded here.—O. Schneider, agt. Occident Elvtr. Co.

North Dakota, May 11.—Reports show wheat being blown out of fields; some fields will have to be reseeded; increase of flax acreage in western part of state.—Minnesota Grain Co., Minneapolis, Minn.

Hample sta. (Oakes p. o.), N. D., May 15.—Crop prospects good; wheat acreage 60% of last year; more oats and barley; spring was backward and lots of water so fields could not be worked.—W. S. Trask, agt. Hawkeye Elvtr. Co.

## OKLAHOMA.

Pawnee, Okla., May 23.—Corn looking good but will soon need rain; oats nearly all gone.—J. R. Hudson.

Longdale, Okla., May 10.—Wheat and oats about 40% less than last year account green bugs; corn looks fair so far.—E.

Frederick, Okla., May 23.—Wheat acreage 85% of last year; condition 50%. Oats acreage 108%. Corn 100%; condition 90%.—E. O. Billingslea.

Geary, Okla., May 23.—Wheat acreage same as last year; condition 50%. Oats acreage same as last year; all gone; few if any fields will be cut.—W. W. Morrison.

Lahoma, Okla., May 23.—The wheat acreage 100% of last year and if we get rain this week it will make an average crop; oats taken by the green bugs.—C. E. Ramsey.

Pryor, Okla., May 23.—Wheat acreage 50%; condition 50%; so we will not get over 25% of a crop. Oats acreage 125%; condition 90%; corn acreage 110%; condition 90%.—E. S. Bouldin.

Blackwell, Okla., May 23.—Our wheat acreage is not over 65% of last year and the condition 70%. Oats acreage 105%; condition 10%, but we will get no oats without rain.—H. Stauffacher.

Anadarko, Okla., Apr. 28.—Crop conditions fine; lots of good rain; corn all planted; looks fine; wheat and oats look fine; no green bug or fly in this territory.—Theo. G. Oelke, mgr. for Daniel Vollmer.

Orlando, Okla., May 10.—Lots of green bugs in wheat and oats; think they will do lots of damage; some wheat plowed up and planted to oats; corn coming up; stand good; weather fine and warm now.—P. J. Meagher.

Hollister, Okla., May 5.—Crop conditions improved last 30 days; plenty of moisture; however will not make more than ½ wheat per acre in southwest Oklahoma that we had in 1915; some wheat heading out; will be very short to harvest.—A. D. Winsor.

Perry, Okla., May 23.—Wheat acreage not over 75% of the previous crop while the oat acreage is 25% larger. The green bugs will get all oats unless we have a heavy rain soon. The wheat crop will not exceed 50% of a normal crop.—E. J. Miller.

Muskogee, Okla., May 15.—Crops look fairly well; everything late account cold and wet season; oats look fine where they are not drowned out; hope for good crop; corn late, but looks reasonably well; farmers not thru planting; our Oklahoma corn for market is in first-class condition; most of corn in north is damp and not good for use since warm weather set in; most stained oats have been fed; have good many fairly good, No. 3 mixed.—Muskogee Grain & Commission Co.

## OREGON.

Grass Valley, Ore., May 10.—Prospects for good crops are excellent.—T. M. Rolfe.

## SOUTH DAKOTA.

Ravinia, S. D., May 10.—Seeding done; some have started planting; ground in good condition; need rain.—Farmers Elvtr. Co.

Garretson, S. D., May 15.—Small grain doing fine; a little backward; some corn planted.—F. A. Nickel, agt. Thorpe Elvtr. Co.

New Underwood, S. D., May 19.—Had a 4-in. rain here last week, winter wheat looks fine; is about 4 in. above old stubble; farmers not thru planting corn, but will be in field again in few days if weather conditions stay favorable; spring wheat and oats show up fine; no indications of damage on any crops whatever.—J. H. Borin, mgr. Farmers Elvtr. Co.

## TEXAS.

Seymour, Tex., May 11.—Wheat condition 60%; oats 45%.—Fuller Grain Co.

Prosper, Tex., May 15.—Prospect for crop in this section discouraging.—Peek & Johnson.

## WEST VIRGINIA.

Huntington, W. Va., May 15.—Growing wheat in Ohio Valley best looking growing crop for years; acreage increased.—Gwinn Bros. & Co.

## New Directors and Officers Illinois G. D. Ass'n, 1916-17.



Top Row, Left to Right: Directors, R. C. Baldwin, Bloomington; B. P. Hill, Freeport; C. R. Mitchell, Ashmore; E. E. Schultz, Beardstown; Wm. Wheeler, Melvin; H. S. Antrim, Cairo.  
Lower Row, Left to Right: Director E. M. Wayne, Delavan; Vice Pres. U. J. Sinclair, Ashland; Pres. Victor Dewein, Warrensburg; V. Dewein, Jr.; Sec'y E. B. Hitchcock, Decatur; Director Wm. Murray, Champaign.



## Grain Movement

Reports on the movement of grain from farm to country elevator and shipments from interior points are always welcome.

Quigley, Ida., May 10.—Shipped nearly 180 cars of wheat last fall; will ship still more this fall with present crop conditions. J. H. Craig, postmaster.

### KANSAS.

Perry, Kan., May 16.—All old wheat has been shipped.—R. A. Yost, of Farmers Elvtr. Co.

Valley Center, Kan., May 11.—Some old wheat being held; will be enuf corn to feed out.—Joe Clark.

Wilson, Kan., May 15.—Grain movement light; about 15% grain back in farmers hands.—B. F. Snider, mgr. Weber & Co.

### NEBRASKA.

Omaha, Neb., May 10.—Receipts of grain at this market for April were 1,888,040 bus. wheat, 2,013, 600 bus. corn, 591,600 bus. oats, 41,800 bus. rye, and 54,600 bus. barley; compared with 758,400 bus. wheat, 1,982,500 bus. corn, 705,500 bus. oats, 22,000 bus. rye and 64,400 bus. barley for 1915. Shipments were 1,489,200 bus. wheat, 2,109,600 bus. corn, 897,000 bus. oats, 58,000 bus. rye and 14,000 bus. barley; compared with 402,000 bus. wheat, 2,560,800 bus. corn, 907,500 bus. oats, 17,000 bus. rye and 3,000 bus. barley for 1915.—F. P. Manchester, sec'y Grain Exchange.

### NEW MEXICO.

Melrose, N. M., May 18.—Wheat, corn, maize and kafir are practically all sold; farmers busy and what is on hand is moving slowly; shipped 5 cars Pinto beans last year; expect many times more this year.—Robert Stone, mgr. Clovis Mill & Elvtr. Co.

### NORTH DAKOTA.

Mercer, N. D., May 10.—No grain moving; about 95% delivered.—S. Stevenson, agt. Crown Elvtr. Co.

Hamble sta. (Oakes p. o.), N. D., May 15.—About 10% wheat still in farmers' hands.—W. S. Trask, agt. Hawkeye Elvtr. Co.

### OKLAHOMA.

Muskogee, Okla., May 15.—We are still shipping some oats and some white and mixed Oklahoma corn, which is selling at a premium; red mixed oats selling at 36½c, shelled white corn at 73½c, shelled mixed corn 71½c.—Muskogee Grain & Commission Co.

### SOUTH DAKOTA.

New Underwood, S. D., May 22.—Lots of grain in farmers hands; waiting for good roads and higher prices.—J. H. Borin, mgr. Farmers Elvtr. Co.

Garretson, S. D., May 15.—Nothing moving, as farmers are all feeding their small grain as there is no corn here.—F. A. Nickel, agt. Thorpe Elvtr. Co.

## Grain Exports Heavy.

THE INVERGARRY, a British bark, was cleared at Portland, Ore., for the Azores for orders, with 22,407 bus. of wheat and 80,617 bus. of barley.

GRAIN for the Belgian Relief Commission was exported recently from Portland on the Swedish steamer Fridland, which carried 275,300 bus., and the Imo, flying the Italian flag, had 216,000 bus. The Iolo with a cargo for Cardiff, Wales, and the Italiano, Fleetwood, Eng., both carrying heavy cargoes of grain, cleared also during the same week.

GRAIN EXPORTS from Boston to Europe last week reached a figure never before attained in the history of the port, when the enormous total of 2,283,500 bus. of wheat, corn and oats went abroad in 13 steamers. Included in the amount was 1,970,000 bus. of oats going to French ports for war use by the French government. The British steamship Theseus cleared Saturday, the 20th, for a French port, with the largest grain cargo ever carried in a single bottom, viz., 620,000 bus. of oats. The steamers Franklyn, Kansan, Ulltonia and Siljestad left during the week for St. Nazaire, France, and between them they will deliver 1,350,000 bus. of oats. Steamship Aberlour is loading 400,000 bus. of oats for a Mediterranean port. Other sailings of the week were the steamers Lord Cromer for Liverpool with 160,000 bus. of wheat; Bay State for the same port with 150,000 bus. of wheat; Novian for Manchester with 112,000 bus. of wheat; Luigi for an Italian port with 192,000 bus. of wheat; Thistleard for London with 156,000 bus. of wheat; Sachem for Liverpool with 100,000 bus. of wheat, and California for Copenhagen with 13,500 bus. of corn.

THREE BRITISH STEAMERS cleared May 15 at the custom house, Boston, with grain for foreign ports, the Regent for Naples with 178,000 bus. of wheat; the Darwin for Tyne Dock with 161,000 bus. of wheat, and the Ada for Portishead, Eng., with 214,315 bus.

GRAIN SHIPMENTS from the port of Philadelphia recently were as follows: The Cayo Soto for Marseilles, 154,762 bus. wheat; the Fernfield for Havre, 163,473 bus. wheat; the Gordonia for Cardiff, 229,124 bus. wheat; the Monkshaven for Cork, 197,731 bus. wheat; the Rossano for London, 64,000 bus. wheat, 17,142 bus. corn; the Welshman for Liverpool, 72,000 bus. wheat; The Manchester Hero for Manchester, 63,700 bus. wheat; the Snowdon Range for Glasgow, 118,247 bus. wheat; the Earl of Douglas for Marseilles, 238,403 bus. wheat, and the Uperne for Nice, 168,854 bus. wheat; Christoforos for Rotterdam, 204,954 bus. wheat; Etna for Marseilles, 178,797 bus. wheat; Euterpe for Avonmouth, 207,267 bus. wheat; Llandrindod for Manchester, 226,202 bus. wheat; Manin for Genoa, 109,415 bus. wheat; Mura Fell for Avonmouth and Sharpness, 178,271 bus. wheat; Reapwell for Torre Annunziata, 196,438 bus. wheat; West Point for London, 40,000 bus. wheat; Dromore for Leith, 40,000 bus. wheat, 51,427 bus. corn, and the Winterswyk for Rotterdam, 169,059 bus. wheat.

## Chicago Futures

Opening, high, low and closing quotations on wheat, corn and oats for July delivery at Chicago for the last two weeks are shown on the chart herewith:

## Exports of Grain Weekly.

	Wheat.		Oats.	
	1916.	1915.	1916.	1915.
Jan. 1	7,256,000	5,807,000	2,192,000	717,000
Jan. 8	8,322,000	7,382,000	1,308,000	124,000
Jan. 15	7,680,000	7,062,000	2,095,000	859,000
Jan. 22	7,247,000	5,664,000	1,568,000	1,474,000
Jan. 8	6,848,000	5,889,000	1,739,000	779,000
Jan. 15	6,966,000	6,332,000	2,086,000	1,289,000
Jan. 22	7,141,000	4,422,000	1,745,000	2,002,000
Jan. 29	7,636,000	4,522,000	2,510,000	2,072,000
Feb. 5	6,873,000	4,977,000	2,118,000	2,152,000
Feb. 12	8,046,000	6,795,000	2,010,000	1,879,000
Feb. 19	6,490,000	7,128,000	2,635,000	1,730,000
Feb. 26	6,450,000	4,853,000	2,104,000	2,412,000
Mar. 4	6,822,000	5,805,000	2,653,000	1,116,000
Mar. 11	7,415,000	4,206,000	1,834,000	1,607,000
Mar. 18	7,389,000	4,071,000	3,424,000	1,364,000
Mar. 25	7,449,000	5,034,000	2,581,000	3,214,000
Apr. 1	5,944,000	7,082,000	2,797,000	3,168,000
Apr. 8	6,701,000	4,500,000	2,685,000	2,399,000
Apr. 15	6,708,000	4,915,000	2,107,000	4,141,000
Apr. 22	7,163,000	7,537,000	1,554,000	5,137,000
Apr. 29	5,680,000	5,533,000	3,288,000	4,414,000
May 6	7,630,000	3,906,000	2,448,000	2,060,000
May 13	6,876,000	5,476,000	3,915,000	2,754,000
May 20	8,580,000	5,412,000	5,143,000	2,705,000

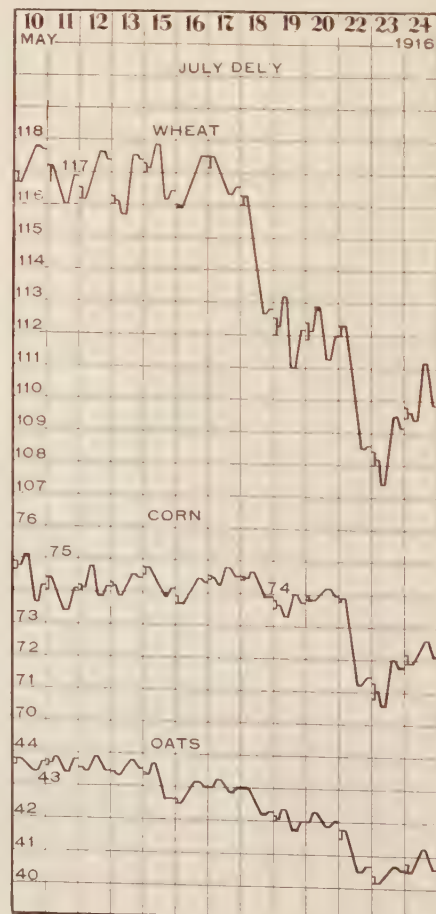
July 3 to  
May 20 305,181,000 279,107,000 101,195,000 84,759,000

## Daily Closing Prices.

The closing prices for wheat and corn for July delivery at the following markets for the past two weeks have been as follows:

	May 10.	May 11.	May 12.	May 13.	May 14.	May 15.	May 16.	May 17.	May 18.	May 19.	May 20.	May 22.	May 23.	May 24.
JULY WHEAT.														
Chicago	117½	116½	116½	117½	116½	117½	117½	116½	112½	112½	112	108½	109½	109½
Minneapolis	123	121½	121½	122	121½	121½	121½	120½	117½	116½	116½	113	113½	114½
Duluth	122½	120½	121½	122½	121½	121½	122	120½	117½	116½	116½	113½	111½	114½
Omaha	112	112½	113½	112	111½	111½	110½	112½	109½	105½	105½	102½	102½	102½
St. Louis	113½	113½	112½	113½	112½	112½	113½	112½	109½	108½	108½	105	106	106½
Kansas City	109½	108½	108½	109	108½	108½	109½	108½	105½	104½	104½	101½	101½	102½
Milwaukee	117½	116½	116½	117½	116½	116½	117½	116½	112½	112½	112	108½	109½	109½
Toledo	124½	124½	123½	124½	123½	123½	124½	123½	120	119	119	115½	115½	116½
Baltimore	119½	118½	118½	119½	118½	118½	119½	118½	115½	114½	114½	111½	111½	112
Winnipeg	120½	119½	119½	119½	119½	119½	119½	118½	115½	115	114½	112½	112½	.....
JULY CORN.														
Chicago	74½	74	74½	74½	74	74½	74½	74½	73½	73½	73½	71¾	71¾	72
Kansas City	69½	69½	69½	69½	69½	69½	69½	69½	69	69	69	69½	69½	69½
St. Louis	72½	72½	72½	73½	72½	73	73½	72½	72½	72½	72½	70½	70½	70½
Omaha	69	68½	68½	69½	69½	69½	69½	70½	69½	70	69½	68½	67¾	68½
†Cash aver. No. 2 hard and No. 3 mixed.														

\*May del'v.





## Oklahoma Grain Dealers 19th Annual Meeting

The 19th annual meeting of the Oklahoma Grain Dealers Ass'n was called to order in Oklahoma City May 23, and the convention city, the Peerless Princess of the Plains, lived up to the established reputation for hospitality. Nearly two hundred shippers and receivers were in the large Assembly Room of the Skirvin Hotel on Tuesday at 2:15 o'clock when Pres. D. J. Donahoe, Ponca City, called the opening session to order. He briefly called attention to the advantages of the Ass'n, warning against the antagonism and stagnation of business which would result should co-operation between the members cease.

The Mayor of Oklahoma City sent a representative to welcome the Ass'n officially to the progressive 25-year old city of the south. He assured his audience that if anything was wanted it could be found in the city. He closed his welcome with the invitation to hold all future conventions in the Oklahoma capital.

U. F. Clemons, Marshall, chairman Arbitration Com'te, responded for the Ass'n, assuring those who were responsible for bringing the meeting to Oklahoma City year after year that it was a pleasure to hold sessions in the city's large up-to-date hotels. Mr. Clemons told incidentally of the good work accomplished by Sec'y Prouty in the matter of furthering the arbitration movement.

P. S. Goodman of Chicago read a carefully prepared analysis of the Influences of Wars and the Grain Trade. His address will be found elsewhere in this number.

John Fields of Oklahoma City spoke on the "Crop Prospects of Oklahoma." He said:

This year we will probably have to tell all about the wonderful crops we had last season and the tremendous crops we expect to have next year. Both oats and wheat at present indicate very small yields. It is safe, however, to say that the total production of corn, wheat and oats this year in Oklahoma will be above the average for the last 15 years. The time is so close to harvest that no one wishes to make a definite prediction as to production. It would be hard to find an acceptable excuse for missing his guess.

Oklahoma has been said by some to promise more and deliver less than any state in the Union, but the truth of the matter is that our state promises less and delivers more than any other state. The summer of 1913, we all recall, was the most unpromising we have ever had. But at the same time we produced that year our largest crop of wheat.

V. E. Butler, of Indianapolis, was one of the principal speakers on the program, and as usual his paper was clear and convincing. It is published elsewhere in this number.

Pres. Donahoe: Mr. Butler's paper, if carefully followed, will no doubt save many from financial disaster if we will "stay with it." His paper is well worth further study on the part of every member of the Ass'n.

R. J. Barr, New Orleans, La., delivered an address on Bank Exchanges and Railroad Documents. His paper will appear in a future number. He called attention to the necessity of properly indorsing all Bs/L and explained with a chart the ideal

B/L for the grain trade. He said that a B/L should not only require the railroad company to notify the consignee, at a certain address, but it should specify exactly the elevator at which the car or cars should be placed for unloading.

Jack Love, chairman of the State Corporation Com'n, was to deliver an address but his talk was postponed until the Wednesday morning session.

Announcement was made of a theater party for Tuesday evening as guests of Oklahoma City Grain Exchange.

W. M. Randels: I move the President appoint a Com'te of three on Resolutions. Motion carried. Pres. Donahoe appointed J. H. Shaw, Enid; C. W. Bleuler, Oklahoma City, and R. S. Nelson of Clinton. Meeting adjourned.

Tuesday evening was spent at the Oklahoma City theaters, tickets having been passed around after the close of the afternoon session. The coupons were good for admission to choice seats in any of half a dozen show houses. Upon the return to the hotel refreshments were served in a suite of rooms rented for the occasion by the local trade.

### Wednesday Morning Session.

Wednesday's session was opened with description of New Orleans terminal and export facilities by President Saunders of the Board of Trade.

State Labor Commissioner W. G. Ashton made many practical recommendations for correction of mechanical hazards of elevators. His able address will be given in next number.

President Donahoe appointed a nomination com'te composed of W. M. Randels, Myron Humphrey, J. S. Hutchins, M. C. McCafferty and R. H. Drennan.

O. Maxey, Chicago, read an interesting paper on "Inspection and Testing of Scales in Oklahoma" which will be published in a later number.

Lee G. Metcalf, Illiopolis, Ill., pres. of the National Ass'n, graphically described advantages of affiliation with the National; told of its work and asked affiliation of Oklahoma.

Charles Quinn, sec'y of the National Ass'n, told of legislation pending at Washington and work of Ass'n's representatives to promote and protect the grain trade's interests.

Wichita Board of Trade wired best wishes and asked safe return of its delegates. (Laughter.)

### Wednesday Afternoon Session.

Sec'y Prouty opened afternoon session with annual report, from which we take the following:

#### Secretary's Report.

Excessive rains which caused deterioration of crops during harvest were followed by congested ports and the Galveston flood. Added to this, the action on the part of the exporters in putting into effect dockages which the Oklahoma shippers felt were excessive and unfair, especially where it applied to dry merchantable wheat, made the very beginning of our season one of grave responsibility and placed a new burden upon the shoulders of the shippers of Oklahoma which they were forced to carry through the entire season.

We employed one of the state's leading attorneys, and using his opinion as a guide, conferred with the carriers. This was followed by the creation of committees and conferences held in Ft. Worth, Chicago and Oklahoma City, all without avail, the carriers refusing point blank to concur in

our belief of their being wholly or partially responsible. It was then suggested that the Ass'n give its moral support towards bringing together the shipping and receiving interests and to this end we have been working.

**Pomerene Bill.**—We are all interested in the passage of the Pomerene Bill, as it is of most vital interest to the grain and milling trade. Its indorsement by fifteen states, National Grain Dealers Ass'n, virtually all the Chambers of Commerce of the United States and nearly all local and national commercial organizations, as well as the American Bar Association, will give you an idea as to how it is regarded by the commercial interests of our country. This bill, as you may know, proposes to make the U. S. Bill of Lading an honest document, one that will make our commercial transactions more elastic in the extension of credit, without which credit business cannot be conducted.

**Natural Shrinkage.**—Notice has been received by the carriers to the effect that they will not be responsible for differences in weight of bulk grain when due to natural shrinkage or discrepancies in weights and will only be responsible where actual loss is due to defective equipment or other cause for which carriers are liable.

**Rates to Gulf.**—The decision of the Interstate Commerce Commission concerning our petition asking for equal rates to Gulf ports was disappointing to say the least. The Commission saw fit to adhere only partially to our request and placed an excess rate of five cents on grain shipped over the Santa Fe to New Orleans as against that moving to Galveston. The question now for the shippers of Oklahoma to decide, is shall we content ourselves with this rate for the present or shall we renew our efforts and continue the fight.

**Portable Elevators.**—We are desirous for the Ass'n to take some action regarding the carriers permitting portable elevators to operate on their right of way, where regularly constructed elevators or mills are doing business. The carriers require that when granted sites a contract must be signed calling for a certain capacity house and stipulated rates are paid the railroads for such privileges. Why should the portable elevator be allowed to operate without any such expense? They are, like the scooper, here today and gone tomorrow and are a menace to the grain trade and no assistance to the carrier, as they have no storage other than a box car furnished by the carriers. Your Sec'y has protested against the carriers granting these privileges free, and the matter is now before the Southwestern General Managers Ass'n for its action, as this was a question which must be decided by all and not a few of the carriers traversing Oklahoma.

Within seventy-five miles of Oklahoma City at a small station with a population of less than 400 where five years ago the elevator owner was paying five dollars a year for the privilege of doing business on the railroad's right of way. Today the same elevator owner is paying twenty dollars per year. This granting of sites for superfluous elevators which cannot possibly become paying propositions and the increase in rental charges to those operating houses at the present time, is causing a decrease in the value of elevator property which should command our earnest attention.

**More local meetings** have been held during the past year than ever before, and our membership, which is the largest in years, is a result therefrom. We have lost during the past year through consolidation and retirement from business 23 members and have added to our list 67, making a gain of 44 members.

**Our Arbitration Com'te** had occasion to meet only once during the year, and only one member has been suspended for failure to arbitrate.

In the reorganization of the weather and crop service of the United States Weather Bureau, a new corn and wheat region district comprising the State of Oklahoma has been organized through our efforts. A daily bulletin giving temperature and rainfall at twenty or more Oklahoma stations and also information of weather and crop conditions in other grain growing sections is yours for the asking.

One of the signal successes of the year is the securing of arrival inspection at the port of Galveston in keeping with the custom at New Orleans. We feel sure that Galveston will see the wisdom in acceding to these requests and much benefit will be derived therefrom.

In all trade there must be competition, and if this is developed along co-operative lines it is of mutual benefit to all concerned. By getting together of those doing business along the same lines, plans may



be made and methods discussed which will prove most helpful. The application of the Golden Rule to business transactions would be a most profitable investment in the long run.

Auditing Com'te showed treasurer's report to be correct.

Arbitration Com'te reported nine cases involving \$2,500 tried.

Secretary settled 25 cases involving \$3,680. Work netted Ass'n \$90.

Officers elected for the ensuing year are: Pres. D. J. Donahoe, Ponca City; vice pres. J. D. Chalfant, Clinton; and sec'y C. F. Prouty, Oklahoma City.

Directors, J. E. McCristy, Enid; J. S. Badger, Pawnee; J. D. Sanders, Minco; Fritz Straughn, Oklahoma City, and C. B. Cozart, Woodward.

The Arbitration Com'te and Tri-State Appeal Board were re-elected as before.

The Legislative Com'te reported rate to New Orleans still five cents higher than Galveston via Santa Fe. The Com'te was continued.

Sec'y E. J. Smiley reported effective today Galveston would inspect all grain upon arrival.

Mr. Hutchins moved Legislative Com'te be empowered to spend money needed to obtain same rate to New Orleans as Galveston via Santa Fe carried.

The Texas Grain Dealers Ass'n's invitation to attend its meeting was read.

Weight Com'te reported progress and was continued.

Upon motion of Mr. Hutchins the Ass'n affiliated with the Grain Dealers National Ass'n.

The following resolutions were adopted:

### Resolutions.

#### POMERENE BILL.

Whereas, the different forms of Bs/L now in use in the different sections of the country are designed primarily to relieve the carriers from some of their common law liabilities at the expense of the grain shippers of the land, and

Whereas, Senate Bill No. 19, known as the Pomerene Bill, is designed to protect the interests and the common law rights of the shippers,

RESOLVED, that we the members of the Oklahoma Grain Dealers Ass'n in convention assembled this 24th day of May, 1916, heartily endorse the Pomerene Bill and recommend that each member use his influence with his representative in the lower House of Congress to have this bill reported out by the House Com'te on Interstate and Foreign Commerce and to secure its passage, in the form passed by the Senate, by the lower House of Congress. Be it further

RESOLVED, that our Sec'y be instructed to send a copy of this resolution to each Congressman from Oklahoma.

#### ELEVATOR SITES.

Whereas, it is generally recognized that no country elevator which handles less than 75,000 bus. of grain annually can profitably continue business on a reasonable margin, and

Whereas, some railroads are granting sites for new elevators at stations where the elevator capacity is already in excess of the actual needs. Therefore be it

RESOLVED, that we the Oklahoma Grain Dealers Ass'n in convention assembled this 24th day of May, 1916, hereby petition the railroads to refuse to grant sites for additional elevators at stations having ample facilities to take care of the grain tributary to those stations. Be it further

RESOLVED, that the Sec'y be instructed to forward a copy of this resolution to every carrier operating in Oklahoma.

#### PROTECTION AGAINST WATER DAMAGE AT GULF PORTS.

Whereas, the railroads entering Galveston have failed and neglected to elevate their tracks sufficiently to insure the safety of grain in cars from flood waters of the Gulf. Be it

RESOLVED, That the Oklahoma Grain Dealers Ass'n in convention assembled this 24th day of May, 1916, do urgently request the exporters and receivers doing business thru Galveston to safeguard the interests of the shippers against damage of their grain by floods by extending their marine insurance so as to cover the grain the

minute it arrives on the island. Be it further

RESOLVED, that our Secretary be instructed to make known our wishes to all exporters and receivers doing business thru Galveston.

#### GRAIN GRADES ACT.

Whereas, the Rubey bill, or as it is more commonly known the Grain Grades Act, provides for the establishment of uniform rules and for the Federal supervision of the grading of grain. Be it

RESOLVED, that the Oklahoma Grain Dealers Ass'n in convention assembled this 24th day of May, 1916, endorse the Rubey Bill and instruct our Secretary to request our Representative in the United States Senate to use their best efforts to secure the early passage of the Bill.

#### DECEASED MEMBERS.

Whereas, this Ass'n has suffered great loss in the death of our much beloved members, Mr. E. D. Humphrey of El Reno, Okla.; Mr. S. W. Grubb of Enid, Okla.; Wilbur Miltonberger, Clinton, Okla.; and Mr. H. H. Hill of Arkansas City, Kans. Be it

RESOLVED, that the Sec'y be instructed to convey to the families of the deceased assurances of our deepest sympathy and condolences in their great bereavement.

#### THANKS.

Whereas, the Grain Dealers National Fire Insurance Co. has supplied our members with identification badges and also conducted the registration. Therefore be it

RESOLVED, that we extend to it and its representatives a vote of thanks for the badges and services.

H. D. Butts, of the Santa Fe, assured dealers the holding tracks at Galveston would be raised soon.

Mr. Hutchins moved thanks to Oklahoma City dealers and to return next year if invited. Adjourned.

### The Banquet.

No one missed the banquet this year who could possibly arrange to stay over until Thursday or take a night train for home. This feature of the convention was eagerly looked forward to and it was fully up to expectations. Those who have attended these eat fests in the past know the high standard of Oklahoma City banquets and entertainment, and this year it was above par.

#### Convention Notes.

The first day's registration numbered 280.

Chas. Quinn came all the way from Toledo, O.

New Orleans was represented by R. J. Barr, Export Grain Broker.

The Prest Machine Works Co. exhibited smooth and corrugated rolls.

Crayon pencils were distributed by Wm. G. Dilts Jr. and Dorsey Grain Co.

Practical, pleasing paper weights were pleasantly passed out by C. H. Thayer & Co.

Montgomery exhibited an attractive assortment of paintings of corn by himself.

C. C. Knepley representing the American Carburetor Co. exhibited a working model.

Lee G. Metcalf, President of the Grain Dealers National Ass'n, came from Illiopolis, Ill.

Everyone visited the attractive new quarters of the local dealers in the Oklahoma City Grain Exchange Bldg.

Before the first session was opened all the hotels were crowded, giving convincing evidence of Oklahoma's prosperity.

Views of the new concrete elevator of the Dock Board at New Orleans were exhibited by the Louisiana Railway & Navigation Co.

St. Louis representatives were T. M. Scott of Picker & Beardsley Commission Co., and A. H. Stokes of Ballard-Messmore Grain Co.

The Grain Dealers Fire Ins. Co. supplied identification badges and Foss E. Smith representing the company was in charge of the registration.

Rooms with round tables were more popular than ever and before dawn of the first day 103 fat dealers are said to have sympathized with the sick kitty.

A Fairbanks Type Registering Beam and an old style beam were exhibited by J. V. Manuel, W. C. Henderson and A. L. Loosce for the Fairbanks-Morse Co.

Kansas representatives were H. L. Ayer, Anthony; H. A. House and W. T. Voils of Wellington; John Hayes, Hutchinson, of the John Hayes Grain Co.; E. J. Smiley, Sec'y Kansas Ass'n.

Prof. F. S. Rexford issued free passes to each dealer who promised to pussyfoot thru his Green Bug Museum at Enid. The Professor's bugs are said to enjoy growling at a real grain dealer, but they are harmless.

Chicago representatives were Adolph Kempner, W. H. Martin, and C. B. Rioridon, of the Adolph Kempner Co.; P. S. Goodman of Clement Curtis Co.; Clarence H. Thayer, of C. H. Thayer & Co., and Chas. F. Rock, Gen'l Mgr. of The Millers Exchange.

Wichita was represented by K. F. Dazy; Paul Bossemeyer of the Bossemeyer Brothers Grain Merchants; Clark Burd of the Clark Burd Grain Co.; H. T. Craig of the Hacker Grain Co.; A. R. Hacker; J. R. Harold of the Harold Grain Co.; J. B. Hupp and P. Y. Mullen, rep. Kansas Flour Mill Co.; C. M. Jackman; H. L. Stover, rep. Kemper Grain Co.; C. V. Topping of Southwestern Millers' League.

Kansas City representatives were R. E. Corbin and F. Fleming, representing the B. C. Christopher Co.; D. L. Croysdale of the Croysdale Grain Co.; William G. Dilts Jr.; L. A. Fuller of the Thresher Fuller Grain Co.; Arthur Freeman and J. F. Marion of Ernst-Davis Commission Co.; Fred B. Godfrey; Chas. Hoey; S. H. Miller of the Fox-Miller Grain Co.; William Murphy; Chas. T. Neal and John R. Tomlin of the Aylsworth-Neal-Tomlin Grain Co.; Hugo Ross, E. R. Strip; G. M. Vogt.

Insurance and supply men were V. E. Butler, Minneapolis, Minn., director of Grain Dealers Fire Insurance Co.; C. C. Knepley, Lamont, Okla., representing the American Carburetor Co.; Frank J. Murphy, Kansas City, Mo., representing the Invincible Grain Cleaner Co.; Foss E. Smith, Hutchinson, Kan., inspector for the Grain Dealers Fire Insurance Co.; G. D. Oberschelp, Oklahoma City, of the Mideke Supply Co.; Adolph Mayer, Oklahoma City; M. R. Peck, Oklahoma City, representing the Texas Millers Mutual Ins. Co.; Chas. F. Rock, Chicago, Ill.; K. M. Spivey, Kansas City, Mo.; W. R. Peck, John B. Priest, and Henry P. Bronaugh of Oklahoma City.

From Texas: H. D. Butts, Galveston; P. A. Crane, Ft. Worth; Royce T. Dorsey, Ft. Worth; E. B. Dodge, Dallas; M. C. Giesekke, San Antonio; H. H. Haines, Galveston; F. G. Moore, Ft. Worth; R. T. Miles, Galveston; E. G. Rall, Ft. Worth, and J. H. Whaley, Gainesville.

Oklahoma dealers in attendance were: H. C. Adams, Enid; E. R. Burson, Chickasha; C. B. Benningford, Hopeton; E. O. Billingslea, Frederick; E. S. Bouldin, Pryor; J. S. Barclay, Tonkawa; G. W. Brown, Fairview; A. C. Brown, Fargo; L. E. Bouquet, Woodward; L. H. Ball, Aline; W. A. Clark, Beaver; W. T. Conklin, Kaw City; G. M. Cassity, Tonkawa; U. F. Clemons, Marshall; W. B. Currier, Guthrie.

Oscar Dow, Okarche; D. J. Donahoe, Ponca City; W. W. Deck, Enid; E. H.

[Continued to page 841.]



# Merchandising or Speculation?

[By V. E. Butler, Director of the  
Grain Dealers Fire Insurance Co.]

In the handling of grain is it possible to separate the business as conducted by the country grain dealer, and tell where his actions as a merchant terminate, and where he departs from merchandising and becomes a speculator?

Is there any real difference between a merchant and a speculator, or is it necessary that a grain dealer be both, in order to be successful in his business?

Ask any grain dealer in the country if he is a merchant of grain and he will look at you with surprise and declare in very positive language that he is. However, as a matter of fact he is not, never has been and I sometimes think he never will be, for the reason that the nature of the business will not allow him to be a merchant in the true sense of the word.

A merchant buys his goods at wholesale and sells at retail, while the country grain dealer buys his products at retail and sells at wholesale, therefore the two are opposites in the methods of transactions. The merchant bases his profits on the percentage of cost in dollars and cents, while the grain dealer bases his profits on bushels handled, regardless of cost per bushel. He, therefore, has less profits on high priced grain than on low priced grain, while with the merchant it makes no material difference what the price is, his profits are much the same each year, depending upon the volume of cash involved in his transactions and the volume of his business. To illustrate, the merchant buys an article for 60c, adds 25% to its cost and sells at 75c one time, and at another it costs him \$1.20 and he adds 25% and sells it at \$1.50. In the first transaction he makes 15c and in the second he makes 30c, while the grain dealer buys a bushel of wheat one time at 60c, adds his 4c gross margin and sells it at 64c. Another time it costs him \$1.20 and he again adds his gross profit of 4c and sells it at \$1.24 per bushel, always retaining the same gross margin, regardless of cost.

The merchant's profits increase in proportion to the increase in the amount of money necessary to conduct his business, while the grain dealer's profits decrease as the volume of money necessary for his transactions increases. If he were a merchant in the true sense of the word, his profit on the \$1.20 wheat should have been 8 cents. In only one respect are the two classes of business similar, and that is in regard to volume.

The system of merchandising grain has developed into one of the fine arts of the times and still it is criticised from one end of the country to the other for the reason that the methods of marketing farm products are so little understood and the reports of profits have been so magnified.

A merchant properly defined is "a trader" and in that sense country grain men are merchants, and upon that definition the discussion of the subject will be based. A trader is one who knows the value of the goods he has for sale and is satisfied with a reasonable profit, regardless of what the other fellow may make on the goods after he has made his profit, knowing that the man he trades with must make a profit or he will not come back to trade again. An old friend who used to visit at my office once heard me trying to make a sale of some oats over the 'phone, and after my turning down an offer because I thought it was not enough by one-eighth of a cent per bushel gave me a talk along these lines:

"My boy," said he, "I thought you understood human nature better than you do and that you had learned more than you have. You did not sell those oats because in straining for another eighth you lost sight of the two or three cents profit you had, if you had accepted his bid. Now my guess is that you will sell them at a less profit to you than he offered, (and I did), because you are guessing the market and your guess is only one of many hundreds, so see the odds there are against you. Besides that you have shown your lack of knowledge of what makes a successful trader or business man. Now, V. E., I'm going to try to explain to you something I learned years ago. It cost me money to learn it, but I will give it to you for nothing.

"The secret of my success in business was just this: Let the other fellow make a profit off of you when you are selling to

him, just the same as you make a profit off of those who are selling to you. If you follow that rule they come back to trade again, but if they can't make a living profit in their business with you, they will quit you one by one and finally you will have to go to them, and you will become a guesser as to where or when you can dispose of your grain and then you become a speculator. Where there is trading there must be a reasonable profit at least seven-tenths of the time, or else there won't be any profitable business, for there is the expense of doing business that must be provided for."

He was right and his secret was no secret at all, as it is the very foundation of business. I knew it and everyone else knows it, but the trouble is we forget it.

The dividing line between Merchandising and Speculation was marked by my friend's talk. Merchandising is getting a fair living profit, above the cost of handling, and speculation is the effort to get the last 1/4 of a cent by risking the possibility of losing the profit and handling charge. If grain men are to become merchants, then they must know what it costs them to do business at their particular station, and this cost depends largely on the volume of business and varies at all stations. However, the items that enter into the cost of doing a country grain business are very much alike the country over, and consist of Labor, (self and helpers), Taxes, Power, Insurance, Repairs, Interest on Investment, Interest on Working Capital, Commissions, Traveling Expenses, Gasoline or other Fuel, Hedging Commissions, Shortages, Loss of Grades. In normal crop years Shortages and Loss of Grades for handling 300,000 bus. will equal 3c per bu.; for handling 150,000 bus. will equal 3 1/2 c per bu.; for handling 100,000 bus. will equal 4c per bu.; for handling 50,000 to 60,000 bus. will equal 5c per bu.

These figures are made from all sections of the country. However they were not made from a crop such as we have just marketed, and there is no doubt in my mind but what the items of Shrink and Loss of Grades will more than equal all the other items of expense. This year the cost for handling grain has been at least 1c more per bushel than in normal years, and in some sections of the country has been 5c per bushel more, due to heavy moisture content between grades and wide discounts. I have had these figures disputed, but when complete figures are made, find these costs are under rather than over. In cases of dispute dealers invariably say: "I never charge my salary or Interest on Investment or Interest on my money used, and I don't have much of any shortage or loss of grades." Such dealers are not merchants, they are what are known as unintelligent competition, because they do not know what it costs to do business.

Recently I came in contact with one who had \$30,000 invested in a plant and had \$36,000 outstanding in the country that was not drawing interest. I asked him if that kind of business was a paying investment and his answer was, "Yes, indeed, I handle practically all the business of this station." I answered, "Yes, but do you make any money in your business?" and his answer was "Yes, last year I made \$1,000."

I asked him what loans on good farm securities were worth and he said 6 1/2% and then I showed him where he was losing \$390.00 per year, instead of making \$4,000—that in order to make 6 1/2% interest on his money he would have to handle 439,000 bus. of grain at a net profit to him of 1c per bushel.

Another case where two young men entered the business, built a new up-to-date house at a cost of close to \$8,000, who at the end of two years of business had \$7,000 outstanding, making an investment of \$15,000 on \$9,000 of which they were paying 8% interest. They were handling 150,000 bus. per year and wondering why they were not making any money. This was the reason—they had to make 1 cent per bushel net profit on 72,000 bus. of grain, to pay their interest, which only left them 78,000 bus. upon which to make their expenses and a salary for themselves.

We have these conditions in the grain trade all over the country, and you have

them in this state. Invested money is worth its hire the same as human labor. You would not think of running a business with hired help, unless it showed you a profit above the cost of help and other expenses. Is there, therefore, any reason why your business should not pay you a fair salary, the same as if you were hiring help to run it, and it must show a profit of at least the going rates of interest or more, or else you are foolish to take the chance of doing business.

**Shortages and Loss of Grades:** There is a great deal of discussion about shortages sustained by country grain dealers, many claiming it to be very small and of no consequence in the results of a year's business. Most of such claims are made by those who have no weighing out scales and who do not keep accurate accounts of their receipts and shipments. Those who have kept accounts and accurate weights do say that shrinkage amounts to 3/4 of 1% and many say it at times amounts to 1 1/2% or more. I know from personal experience that shortages and loss of grades are the two silent factors of your expense account that must be fought at all times, and you will never be able to overcome them entirely, altho they can be reduced very materially, by having proper equipment in your elevator to handle grain.

It is true that in percentages, 3/4 of 1% or 1 1/2% do not look very large, but figured into dollar values they are startling. For instance an elevator that handles 100,000 bus. of wheat in a year that shows a 3/4 of 1% shortage sustains a charge of \$825.00 on the present market price of 45,000 lbs. of wheat equal to almost \$70 per month. Add to this the loss of grades and you will have a charge of at least \$100 per month or \$1,200 per year.

The only authentic figures upon these two items are furnished by the government in Bulletin No. 1271, wherein it cites the case of ten elevators in the state of Kansas that handled 637,783 bus. of wheat that was bought on a 4c margin upon given grades. These figures show they sustained a loss of \$10,350 gross profits, which equals \$1,035 per house that handled 63,773 bus. on the average. In the state of Indiana I made an investigation of this subject and found from actual figures, taken from the books of elevator men, that the two items averaged 1 1/2 c per bushel on grain handled in that state. These figures compare with my own personal experience in Nebraska and Minnesota, and therefore I conclude that they hold good in the average country elevator.

How many of you have ever made allowance for these two items in your make-up of possible expenses in operating your business? If you are merchandising your grain you do know what it costs you to do business, and if you do not know you are a speculator. In which class are you?



V. E. Butler, Minneapolis, Minn.



It would seem then that it is possible to determine where the transactions of a grain dealer determine as to whether he is a merchant or a speculator.

From these figures of costs it is very easy to reason out why prices paid at adjoining stations may differ from one to three or four cents per bushel. The elevator handling 300,000 bus. can make \$3,000 on a one cent margin, while the elevator that handles only 50,000 bus. can only make \$500, with a charge of 5 cents for handling, against a 3c charge thru the 300,000 elevator. When complaint is made about prices as between stations by the farmer, these conditions are never taken into consideration, for the reason that they are not generally known.

**Overbuilding:** It has been a mistake of the railroad companies of the country that they have not given more attention to the subject of costs for handling the grain crops along their lines, so that the overbuilding of elevators at stations might have been stopped. They do know the tonnage of grain from each station, but have never given the subject any thought beyond the earnings coming to them from it in freights. They should know what it costs to handle grain thru every elevator on their line. They should know the storage capacity necessary to handle the tonnage at every station, and when application is made for elevator sites, where there is ample storage they should resist it to the very utmost, as it is a false economic step to place a further burden upon the producers for handling grain beyond what is necessary. Every elevator built beyond the necessity must be sustained by the community where built, or else the investment becomes a loss to the community and in either case such investments perform no service. Such investments are usually made by men who know nothing of the risks of the business or the costs of business, and thru their lack of knowledge comes Speculation and not Merchandising.

The country is full of speculative grain dealers, who buy grain for the raise and not at its market value, who fill their elevators with grain and hold it because they guess that the market is too low and must go higher. This is the rankest kind of speculation and has been very prevalent during the past two years. Some have made money by these methods, but the majority have lost money. Some have had experiences that they do not care to go thru again. A friend of long standing in the country grain business in Kansas, and related to me this experience when I remarked about how he had changed since I had seen him last.

"Yes, V. E., those are gray hairs, and all due to the lack of good sense as to how to conduct my business, after having spent a lifetime in it. The speculative bug got me and I lost sight of a legitimate profit and played it for a long one. At the beginning of the season I thought wheat was low enough and could not go lower, so instead of selling my stuff from day to day I started it on its long journey to the gulf, for sale on arrival to exporters. The market kept going down and down and one day I awoke to the fact that I had a loss of \$6,000 on what was in transit, besides a house full of high priced contract grain, for which I could not get cars, besides a large amount of contracts outstanding with farmers for wheat that I could not take in. After figuring it all up my losses equaled my entire worth, which had taken me years to accumulate, and I pictured myself an old man having to make a new beginning with nothing to start with. At that time the embargo came, and my grain in transit was set on side tracks. I was compelled to stop doing business and wait results. Finally, business opened up and the markets went up by leaps and bounds and I finished up the year with a very large profit, much larger for one year than I had ever made in four before. My friends all congratulated me on my good judgment. My banker said it was a very clear-sighted move, but these gray hairs are the result of it. What a fool I was to take a gambler's chance and involve a life's savings in so rank a speculation, when every bushel of grain I had bought could have been sold at a reasonable profit. Nothing could induce me to enter into such a deal again."

How many do you know who did not do so well as this friend? Was it necessary for them to be speculators, in order to make money in business?

There is an element of speculation in all business, but in some there is more than in others. Personality and Good Judgment are the dominating influences in all successful business, and in the grain business those who have these two qualities combined have made a reasonable success, but

the business as a whole has not been dominated with this class of dealers, and as a consequence the general idea of the public is and has been that the business requires no special qualifications of those engaged in it—that it is a very simple matter to buy a bushel of grain and sell it at a profit and therefore is a business out of which large profits have been made, to the detriment of the producer. This claim has been made by the politician who wanted votes to put him into some position, and by the tradesman who desires to sell merchandise. Those engaged in the grain business have been subject to most violent attacks, altho their business has been one of most importance to the farming communities of the country. From these attacks have sprung new theories of marketing and the advocating of doing away with the middleman, correction of supposed evils by legislation and the enactment of laws that will make prices more stable. Theories are pleasant dreams, but facts are stubborn things to contend with, and the one fact that the present system of handling grain has been built out of the necessities of the business cannot be overcome by theories.

The public does not understand the functions of those engaged in the marketing of the immense crops of the soil and those engaged in their production do not realize all of the elements that enter into the price making of their products. There are only two classes that enter into the question of marketing grain products, the producers and the consumers. The consumers vastly outnumber the producers and are the determining factor in making the price. It is not a question of what the producers will sell their products for, but rather what the consumers will pay. The markets of the world are open to the consumers.

Wheat, which is one of the principal food products, is harvested every month of the year in some country of the world, therefore a fresh supply is constantly flowing to the markets of the world, and is sold in keen competition, one country with another. We often hear the assertion made that the wheat crop of the world does not vary over 5% one year with another, and therefore there should not be any great fluctuation in prices. Those who make this statement do not reason that it makes any difference where this crop lays. The cause of fluctuations in prices is due to the adjustment of supply with that of demand, one country with another, and one part of the world will bid if their crops are short, while another people will sell if their crops are long. England, due to her low production, is the large buyer of wheat in the markets of the world, where she can buy at the lowest price, therefore Liverpool prices govern the world's prices and the producers of the world compete upon the basis of that price. However, some countries may have short crops, barely enough for their own consumption, and prices within a country in that position then go to a premium over Liverpool, because the consumers of the country bid against foreign buyers, in order to keep it at home.

If prices of grain are based upon world's conditions, is there any excuse for the country dealer being a speculator? How is the dealer in the country to judge the trend of the markets of the world with no information before him but trade gossip and his own local crop condition. Speculation in cash grain is the rankest kind of speculation and is never warranted, unless it can be bought at the cost of production or less. Cash grain prices are based upon some future market; the future markets are made by sentiment, and sentiment is created by trade gossip.

There are some connected with the business who do great injury to business of all kinds. I refer to the expert crop killer, who travels the country from one end to the other, making reports on growing crops. These reports are spread broadcast over private wires as trade gossip, in order to create sentiment, therefore when sentiment changes markets change, and the country dealer's guess is only one of thousands with the odds against him. Quit being guessers and become real traders or merchandisers and keep the odds on your side all the time.

In conversation with a successful grain man one day, I asked: "What do you think of these prices?" and he answered: "I don't think anything about them. I know I have some grain that cost me so much and it is worth so much today. I'm going to sell it and let the other fellow guess the trend of the market and I guess his guess is just as good as anyone else's guess, but no guessing for me—I want my profits." He was a real trader.

If you are merchandising grain you should know how best to handle the prod-

ucts of your vicinity to sell them to the best advantage.

You should know how best to cooper the cars you load, in order to prevent leakage.

You should know how best to load the car in an even manner, that its contents may be uniform.

You should know the best markets for your products.

You should know the exact contents of each car and you should know that your in and out weights are correct. You should know your in and out test weights and grades.

You should know the cost of handling grain thru your own elevator, in order to know if you can meet competition.

Do all country dealers know these things? Some do, but many do not and therefore are speculators, depending upon the lucky turn of the market to make money in the business.

To you of this section of the country where most of your wheat is of has been sold for export, the question of uniformity of contents of the car is the most important, on account of the wide discounts between test weights on your export scale, and judgement is always based on the poorest quality found in the car. Many dealers have suffered heavy losses this past season, and to me it seems to be a burden imposed by exporters that is not warranted.

It is natural for us to indulge in the illusions of hope, and we go on thru time harping about things that should be remedied, but no move is made by us as individuals to correct our own faults in business. For that reason our competitors continue in self defense those practices that we condemn.

Some one has said "There's just one person you can fool all the time. You can't fool the public, your wife or your children, but you can fool yourself every day in the week." Make a beginning today to wipe out the things in your business that make your profits uncertain and discontinue those practices that eat up your legitimate return for the energy expended in your business, so there can be no question as to whether you are a Merchant or a Speculator.

### Suing Telegraph Co. for Damages.

James Ewart, doing business at Lincoln, Neb., under the name of the Ewart Grain Co., has brot suit for the recovery of \$50 damages, alleged lost to him thru negligence in the transmission of a message by the Postal Telegraf Co. He declares in his petition that on Dec. 11, 1915, he delivered a message to the telegraf company to be sent to the Crescent Mill & Elvtr. Co. at Denver, Colo., which was partly written in cifer and read, "Confound adamic boundless Burlington and tadpole divided if wish."

The message, the petition says, was erroneously and negligently transmitted, "Confound adamite boundless burlington and tadpole if wish." The message, the petition states, was an offer to sell grain at 56½c a bu. to be shipped in 15 days from the Burlington and Union Pacific and to be divided if the purchaser wished. In delivering the message, the plaintiff declares, the offer was changed, by changing the "adamic," meaning No. 4 corn, to "adamite," meaning No. 3 corn so that the plaintiff was made to sell No. 3 corn at the terms on which he meant to offer to sell No. 4.

The Crescent Mill & Elvtr. Co. replied the same day accepting a shipment of 5,000 bus. of No. 3 corn on the terms named, which were intended to be the offers on No. 4 corn. At the time, the petition declares, No. 3 corn was worth one or 2c more than the No. 4, and the plaintiff was bound to sell the No. 3 corn at an actual loss of one cent on a bu. On the 5,000 bu. of corn delivered at the price of 56½c the plaintiff declares that he lost \$50 and asks for damages in that amount.



# Protection in Hedging

[From an address by Jas. H. Sherman,  
Secretary Wichita Board of Trade.]

Numerous times the past two years has it been demonstrated that the grain business is anything but a broad, smoothly paved avenue over which the dealer may proceed toward affluence without interruption. Never before have the hazards been greater and the resources and ingenuity of the grain dealer been put to greater test. No precedent exists for his guidance, as conditions unparalleled in history are created almost over night, which demoralize commerce and nullify the best judgment of those most experienced in handling grain.

It can correctly be stated, to the credit of the grain trade, that its members are surmounting these new and unusual difficulties in a surprisingly capable manner. The number of failures resulting from such abnormal conditions has been negligible, considering the volume of business transacted, and with very few exceptions moral, rather than legal, obligations have governed the settlement of the numerous differences that have occurred.

The fact remains, however, that the trade has at times suffered losses of rather staggering proportions; sometimes because of rapid and unexpected advances in grain prices, but oftener due to both rapid and prolonged declines which reduced the value of the grain held in country elevators pending its sale. I say country elevators for the reason that the large quantities of grain stored in terminal elevators are invariably protected against loss due to declining prices by a "hedge," a protection of which too few country grain dealers avail themselves.

The dictionary definition of "hedging" is to inclose with a hedge; to obstruct; to surround; to guard, and the further we follow the definition the more closely we approach just what the word means, as applied to the grain business. The commonest way of hedging against loss on a carload of grain is to enter into a contract to sell that particular grain. If sold to a responsible person or firm and proper attention is given to making shipment in accordance with the terms of the contract, the subsequent course of the market is a matter of no consequence, so far as it may affect the car of grain in question.

Given normal conditions and a fairly good quality of grain, the country grain dealer ordinarily need not concern himself greatly about the hedging facilities that are available to him by virtue of the futures markets of the large grain exchanges. If he desires, he can sell his grain, for whatever time of shipment may be convenient, to the terminal elevator operator who will hedge the purchase by a sale in the grain pit of an equal amount for delivery at some time in the future, pending negotiations for the sale of the actual grain to be shipped by the interior dealer.

Then as he merchandises the cash grain, the terminal operator will buy in the amount sold as a hedge, knowing that regardless of how much the market may have declined since making the original purchase of the cash grain from the country dealer, the loss thus sustained will be substantially offset by the correspondingly lower price at which he buys in the amount sold as a hedge or protection. The terminal merchant has lived squarely up to the dictionary definition of hedging. He has guarded himself against the loss incidental to a declining market.

The country grain dealer may likewise sell to the exporter or to the flour miller in exactly the same manner as illustrated in the foregoing paragraphs, and assume, if he wishes, that future trading is something that does not affect him, but such an assumption is wrong. As you all know, the export bids you receive usually are based on the price of May or July or September or December wheat in Chicago or other markets where facilities for future trading are maintained, and the exporter must and does protect himself, pending the sale of cargoes, by hedging his purchase in the futures market.

The careful miller likewise uses the facilities of the futures market to insure himself against possible loss on his stock of wheat, pending its sale as flour. He knows that he usually accumulates his supplies of wheat to best advantage during the months of liberal crop movement immediately following harvest. By availing himself of the facilities of the futures market the limit of his purchases is the

extent of his storage facilities, rather than his ability to sell immediately the equivalent of the wheat in mill products at satisfactory prices. The miller who is favorably situated, as at Kansas City or at a point where the price of wheat is governed by the Kansas City price, may also at times hedge the sale of flour by the purchase of wheat in the grain pit.

There are times, however, when conditions render it inadvisable for the terminal elevator operator, the exporter or the miller to make a definite offer for wheat or other grain "to arrive" even if the promptest shipment can be made from the country. Uncertainty as to the quality or condition of the grain, the car supply or other factors may be responsible, and where bids are made they may be too low or include stipulations as to time of shipment or other terms that render them unattractive to the country dealer. We need search but a few weeks into the past to recall such a situation. Some, who have elevators filled to overflowing with grain bought at much higher than the now prevailing prices and are still unable to secure cars for loading, will doubtless appreciate that I am not stating a hypothetical case.

It is under such conditions that an increased consideration is being given to the grain pit as a possible means of securing protection against the loss that must certainly occur when the dealer is carrying a stock of grain and the market declines. In appreciation of this growing sentiment favoring a more general use of hedging both the Chicago and Kansas City Boards of Trade have, within the past few weeks, amended their trading rules to permit transactions in grain for future delivery to be made in lots of 1,000 bushels, or multiples thereof, with facility equal to that which governs the trade in lots of 5,000 bus., the customary trading unit in the past.

The result, in the Southwest at least, has been that many dealers are now hedging their stocks of grain in the futures market, when protection cannot otherwise be obtained. I would call attention to a fact that may have escaped some Kansas dealers. It is not necessary to ship grain to Kansas City, in order to avail yourselves of the protection afforded by the hedging facilities of that market. Kansas City is the Southwestern dealers logical market in which to hedge, as it is the nearest market maintaining such facilities and furthermore it is hard winter wheat market, this being the type of wheat deliverable on its future contracts.

But you can sell your wheat in Wichita, Salina, Hutchinson, Topeka or to an Oklahoma or a Texas mill though it may be hedged in Kansas City as it is not necessary, nor is it usually intended, to deliver the specific wheat that is protected by a hedge, on the futures contract when delivery month arrives. When you have bought in the amount of grain sold as a hedge, your interest in the futures market ceases, so far as that particular transaction is concerned. Unless one considers the cash grain transaction and the hedging transaction as constituting a whole, he is not justified in expressing an opinion as to whether the transaction for future delivery is speculation, gambling or sound business.

Without the hedging facilities that are now available, grain could be merchandised only with the greatest difficulty and a widening of the margin demanded by the interior dealer, the terminal merchant and the exporter, so that each may overcome, insofar as is possible, the increased hazard of business. Where the banker now loans close to the full value of grain represented by warehouse certificates and hedged in the futures market, he would likely hesitate about loaning more than fifty per cent of the value of wheat under the uncertain trade conditions that now exist, IF the owner of the grain were unable to protect himself against a possible decline in its value.

The country grain dealer needs protection against market fluctuations in no less degree than does the terminal grain merchant. The loss on unhedged grain in interior elevators throughout the Southwest during the past three months doubtless ran into the millions of dollars. Stocks are still large enough and prices high enough

to cause one to speculate on whether further heavy losses may not occur between now and the first of July. Empty cars and ocean going freight vessels are not plentiful. As this is being written the possibility of a break with Germany and the extension of that country's submarine activities to our own shores are not as remote as we could wish. Under such conditions it is folly for the grain dealer to attempt to forecast the course of the market. The man does not live who can say what a few weeks or months may bring forth that will have its effect on grain prices.

There has never been a time within the recollection of most of you when the grain dealer should adhere more rigidly than at present to the practice of hedging his holdings of grain either by sales of the actual grain as it is bought, or by hedging in the futures market. If you contemplate hedging in the futures market make sure that you do so with a proper conception of what a hedge really is and what it is not.

A hedge will not protect you against losses on holdings of cash grain due to a possible decline in the market, and at the same time insure you the profits that would accrue should prices advance ten or twenty cents between the dates on which you bought and sold the cash grain. The law of compensation and the relationship existing between risk and profit are well illustrated in the hedging transaction.

Hedging enables you to maintain your position as a grain merchant, not as a mere speculator in grain. It enables you, at all times, to balance your purchases of grain against your sales of grain, or vice versa.

It eliminates guesswork when you consign grain, by affording you protection against a declining market while the shipment is en route to the terminal market.

It makes it possible for you to hold safely a quantity of grain in your elevator while putting it in better condition for market.

It constitutes almost the only possible protection against market loss due to the lack of cars for loading.

It lends itself to evenness in the grain business, to the elimination of worry.

It helps to substitute a steady, moderately growing balance at the bank for the shifting, nervous sort that holds great promise early in the crop year, only to cross over suddenly into the red when the market takes an unexpected turn in an unfortunate direction.

And yet I would not maintain that the existing hedging system is perfect. The protection it affords is not always absolute. But it is correct in theory and at the worst its lost motion can be measured in small fractions of cents, while nickels, dimes and even quarters are often required to take up the slack where unhedged grain is handled.



Jas. H. Sherman, Wichita, Kan.,  
Sec'y Board of Trade.



I realize that there are many grain dealers who prefer to assume all the risks incidental to the business and take chances on the profits overbalancing the losses that are experienced. Speaking for the territory immediately tributary to Wichita, I believe the number of these is constantly becoming smaller, however. The exceptional hazards of the grain business the past two years has developed a greater conservatism, as many dealers who made large profits during the 1914-1915 crop year, have since found that this money was in the nature of temporary loan on which payment was due and collected the past few months.

While the independent dealer has a right to pit his money and wits against the vagaries of the grain market if he so chooses, the manager of a farmers' company usually has no such right, and I find these managers and their Boards of Directors are especially interested just now, in any method that, when applied to the operations of their company, will tend to minimize the losses that result from shifting market conditions.

By the utilization of hedging there is no limit to the amount of grain that can be stored for individual farmers, since the cash grain can be merchandised and an equal quantity bought in the futures market as a hedge.

When you buy or sell grain for future delivery, whether as a hedge or a speculation, do not get the idea that you are trading in wind, or blue sky or phantom grain. You are trading in grain—real grain. If you do not believe this just buy a thousand bushels of May wheat over on the Kansas City board of Trade. You will get the wheat before June 1. Or reverse the order and sell a thousand bushels. You will have some three weeks in which to make delivery, but just remember that somebody has bought that thousand bushels of wheat and will expect and demand delivery just as surely as would be the case if the transaction was made out at Bucklin, Kansas, with the car of grain standing in plain sight on the sidetrack.

### B/L Forger Caught.

J. A. Young, alias W. Levine, Williams, Winters, Roy B. Smith, Wright and Thomas, has been apprehended and on May 8 pleaded guilty at Tacoma, Wash., to numerous swindles on grain Bs/L.

His victims are, among others, P. J. Fransoli & Co., Tacoma, \$2,500; Columbia Milling Co., Portland, \$5,600; H. L. Hankinson & Co., and Woodward & Co., both of Minneapolis, each \$500; \$1,500 in San Francisco; besides firms in Denver, Colo., and Seattle, Wash.

Young was once a grain man in Utah and mayor and postmaster of a city in that state, and his family residing at San Diego, Cal., supposed him to be engaged in a prosperous grain commission business. At Portland he posed as a grain broker, office 507 Chamber of Commerce, but left some time ago with the rent and his stenographer unpaid. With his loot at Portland he bot a diamond ring costing \$1,000. After the swindle of Fransoli & Co. circulars were put out to grain men that led to his detection at San Bernardino, Cal., just as he was about to work another fraud.

The method he used at Minneapolis was to pose as a grading contractor who had bot more oats than he could use. He had draft and B/L to himself which he presented and asked for an advance. The firm wired the shipper who replied he had sold the oats and as he was a regular shipper the firm advanced him \$500. Afterwards the original B/L turned up in a St. Paul bank for collection. Young had forged a duplicate of the original. The truth came out when several firms presented Bs/L for the same car. Young is about 42 years of age.

EVERY ISSUE of the Grain Dealers Journal contains much information that is valuable to the grain man.—L. J. Morgan, of Rea-Patterson Mfg. Co., Coffeyville, Kan.

## Grain Markets in War Times.

(BY P. S. GOODMAN.)

Business turns from its regular channels when the unusual happens to nations, sometimes limited to the place of occurrence, but broadened as the disturbing feature affects large areas. The rise and fall in prices, the increase or decrease in trade, that swing over long or short periods, following the opulence or distress of the people, is the operation of economic law. When nations suffer from physical distress business and trade are dislocated and respond to the law of necessity. The greatest of all calamities that befalls a nation, or the world, is war. The Great War in which three-fourths of the civilized people are engaged has so transcended any of the past as to force us to think of finance and trade in terms of such magnitude as to dwarf our past experiences.

It would be interesting to follow the up-setting of old economic laws to trace the effects of war upon capital, upon labor, upon national resources, and to weigh the probable effect upon the future of the warring nations of the crushing debt that is being piled up with great rapidity. Our interest is a special one, the effect of the war upon our own business. Not only armies live upon their stomach, but the satisfaction of appetite enables the civilian population of a country to bear the horrors of war, and to sustain hope of victory, which is as important to national success as the enthusiasm of the soldier in the field. Unfortunately for the leading nations in the Great War they were dependent upon other countries to complete their food and feed supply.

England imported in ante-bellum times an average of 240,000,000 bus. of wheat, Germany 36,000,000 bus., Italy and France averaged 40,000,000 each. The minor nations along the North Sea imported an aggregate of 160,000,000 bus.; all of Europe an average of 550,000,000 bushels. The war cut some of these countries out of the channels of trade; it reduced the imports of the minor nations; it increased the needs of England, France and Italy, by reason of the smaller labor left on the farms, and a greater consumption as the soldier is well fed, and the civilians better employed. On the whole the war increased the demands of the accessible nations from 425,000,000 to 500,000,000 bushels of wheat. The demand for feed stuffs was larger the first year of the war, smaller this year, through lessening of the horses in the field, and the reduction of meat animals on the farms.

While the war cut off 125,000,000 bus. imports of wheat, it removed one of the principal sources of supply—Russia and the Danubian countries, with their annual average of 260,000,000 bus., thus increasing the need upon the other countries 125,000,000. By a climatic freak the southern hemisphere, the first year of the war, had its exportable surplus reduced 100,000,000. Canada, another large exporter, had a small crop, and her supply, even after unusual exhaustion of reserves, was 25,000,000 less than ordinary. The United States was fortunate in having a splendid winter wheat crop, a surplus estimated at 260,000,000, but it drew upon its reserves and exported 332,000,000 bushels the first year of the war, which was nearly 200,000,000 more than the previous season. When we look back at the effect of the war upon the price of wheat in the first season, we are disposed to superficially ascribe the advance from 78 cents to \$1.68 a bushel at Chicago to the sole influence of war; it was war combined with world scarcity. Without war we should have had a very high price market, as the demand would have been 125,000,000 bus. larger, and Russia's exports would not have been burdensome. The economic law operated with the war demand, with the speculative instinct, and the combined effect was registered in that unusual market, the highest price in this country on supply and demand since the perfection of harvesting machines.

The rise in the price of wheat, and necessarily the cost of bread from the summer of 1914 to the late winter, was an epochal one. It was the greatest advance in price, on a percentage basis, in a season's crop since the world's shortage in 1866. War itself is a great stimulation of prices, but war and shortage of supplies seldom coincided to make a record advance. Relatively the prices appear small when compared with the high levels touched by wheat in other great wars—with the \$4.84 a bushel in England in 1812, when Napoleon was marching to Moscow, with Prussia his ally, and the United States declaring war on her. The high price looks small when contrasted with the \$2.50 during the Crimean War in 1853-56,

and it just equaled the price in England during the Austrian-Prussian War of 1867. It was higher than during the Franco-Prussian War of 1870-71. The high price of 1912 represented only a thirty-cent advance from the previous year, and a total rise of 120% during ten years of warring with Napoleon. The Crimean War represented only a 90% steady advance in three years. The rise in this war was 115% in six months.

During the present season wheat has sold 10 cents higher in England than a year ago, our market only reaching \$1.38, with \$2.00 at Liverpool. Usually the average difference between prices is 20 cents, but this year a new element spread the price, the high cost of freights and insurance, the result of lack of shipping to handle the ocean trade.

The second year of the war, and the second crop season, for the opening of the war coincided with the beginning of the European crop year, has been more quiet in actual trade and speculative interest in the wheat, and other grain markets, so far as they have been concerned with the war. The attractiveness of the price that developed early in the fall of 1914 stimulated the seeding of wheat all over the world. In the exporting countries record crops were made on record acreage, and the combined available surplus on the crop estimates was 875,000,000. Making reasonable deductions for the inferior quality of our winter wheat, on account of the wet season, there was available 725,000,000, and the exports thus far aggregate 460,000,000 with two and a half months to run to the end of the season.

The world's requirements will be 50,000,000 over last year or approximately 575,000,000, leaving the exporting countries to carry into the new season 125,000,000 bushels of old wheat. The surprising feature of the year has been the relatively strong price of wheat with so large an abundance for shipment. In normal times the price would have been unremunerative to the producers of the world, but war creates many unusual conditions that conspire to the expense of those engaged in it, and nullify the operation of the laws of supply and demand. This year the lack of ocean tonnage for the southern hemisphere was the principal incitement to high prices. The rates were remunerative, but the outward tonnage was too small to induce sufficient boats to make the trip, and, with the demand for war materials insistent, preference was given the wheat of this continent. There has been, since the turn of the year, just sufficient movement of wheat from the southern countries to hold the price to a reasonable level.

Previous wars present quite a different series of conditions affecting the price of grain. Prices were regulated by influences largely within the respective countries, as, with the exception of England, Europe was self-sustaining in Agriculture.

The first half of the long war with Napoleon made bread a scarcity on the continent, and England had quite a profitable trade from time to time, as she was able to reach the needy countries. It was not until the successive bad harvests of 1799 and 1800 brought about shortage at home that the price crossed \$3 a bushel. In the latter half of the long war, when England had 200,000 under arms, agriculture suffered; crops were generally unfavorable, and the price mounted steadily to the apex in 1812 at \$4.84, the year in which the war's outlook was the gloomiest. With the end in sight prices began to drop, until after the battle of Waterloo wheat sold at \$1.50 a bushel, which was below the average prevailing for many years.

Prices of wheat did not fall with the readjustment period and general depression. The year following the war—1816—was one of incessant rains and snow, unless most of the time, and crop failure was added to the industrial paralysis, and wheat again rose, touching \$3.60 a bushel. This was the year commonly called by our ancestors "Eighteen—hundred and—Froze—to-death."

The Crimean War was the first important disturbance of business after Napoleon. The conflict was fought in a small section of Russia on the Black Sea. The withdrawal from normal pursuits of considerable number of men added \$150 to the price of wheat, doubling the price, due principally to closure of supplies from Russia. Labor was taken from agriculture, was taken from many lines of industry, and put into the army, transferred to the creation of supplies which caused the unusual inflation in values and wheat's advance was not any greater than the advance in other products of the soil, not only in England, but on the continent.



The conflict between Austria and Prussia in 1866 had little, if any, effect upon the price, for these nations were not then large consumers of wheat, and their supplies of rye were ample. The war was brief, which had the effect of holding down prices. The small sphere of influence that both countries exercised at that time in the trade of the world was another factor. Prices advanced in England and on the continent during the year of the war, and the subsequent year on account of poor harvests.

The Franco-Prussian War, beginning at the end of the season when harvests were good, affected the wheat market, for Europe was then quite an importer of foreign production. The war was of short duration, ending before the next season's crops were planted, and the extreme fluctuation of the price was only 50 cents, the average for the year being 30 cents a bushel over the previous year.

Our Civil War brought about great inflation of values, tho the price of wheat was not violently lifted. Each season during the entire war our exports were large, averaging 30,000,000 bus. in grain and flour counted as grain. The short harvest in Europe and this country in 1866 and 1867 made more exciting markets than the war. From the low price of 78 cents in February, 1866, the price of wheat at Chicago advanced to \$2.03 in November—an increase of 150%, surpassing the increase in 1914, starting at the same level, thus showing that, while war makes high prices, it does not make unreasonable ones. The high price of 1867 was \$2.85, over twice the average extreme price prevailing during the war.

When we consider the prices of wheat in war times, and in peace times, when crops are short, when demand presses upon the supply, we are brought to the conclusion that war only affects the price of breadstuffs relatively, and that, after all, the average price moves in accordance with general inflation.

Speculation in war times has seldom put prices beyond an approximation to the general level. It is broader, if we may take the present war as a criterion. There were large speculative interests in the markets during the Franco-Prussian war. In this country the future delivery, which represents the speculative element in the markets, had its baptism in the civil war period. Organized speculation in an open market was unknown in the earlier years, the merchant being at the same time the speculator.

There is a fascination about war that leads men to anticipate unusual prices which causes them to enter in speculative accounts in all branches of trade, and especially in those that are open to the outsider. Our wheat market was an illustration—the high price attained in February, 1914, was largely due to a great public participation, which ignored the increasing volume coming forward for export. Again last winter the public crowded to the market, was less impulsive, but at the same time unmindful of increasing supplies in the southern hemisphere, and a large visible was to be carried by the market.

Prices may fall very low during a war period. We have the record of 80 cents for wheat at Chicago in 1863 during our Civil War. We are still in vivid remembrance of 90 cents for speculative wheat last September, of cash wheat under the dollar mark. Continuation of the war is no certainty of high price should crops turn out large the world over. The end of the war is no assurance of cheaper wheat if the crops should be small. The market will pivot on supply and demand, war or no war. Close of the war this summer would find Europe without a large seedling, without the possibility of large supplies. It would reveal the scarcity of breadstuff in Belgium, in Germany, in Austria, and most likely set up an unusual demand for grain until next season's crops could be raised. Russia would be in the shipping lists, of course, but the trade would quickly appraise the supplies and the requirements. Wheat is the food of the civilized world, and if the war ends this summer the requirements of Europe until the 1917 crops are harvested will not be less than 700,000,000 bushels—providing the surplus countries have that much to spare. We must raise 625,000,000 for bread and seed. The prospect is not encouraging for much more, as we begin the crop year with nine million acres, or 15 per cent less than last season's harvest, and the outlook is not brilliant for our major crop, the winter wheat.

Until the war ends we are assured of a price for our grain products that will be profitable to the producer, as demand will be an increasing one; more men are being constantly withdrawn from the pursuits of peace, and the ability to maintain a fair production abroad is being lessened.

Depreciated currency, loss of capital, of men, of normal growth in population, will force unusual thrift, and great hardship. Prices will fall rapidly, wages decline, and the work of rebuilding industries will be painfully slow. The close of the war will be a shock to belligerent countries and felt around the world.

In our grain business we will be probably limited, after the first harvests are gathered abroad, to a much less export requirement than in former years. The annual increase in European consumption in the fifteen years prior to the war was 15,000,000 bushels of wheat. We cannot expect any increase until several years after the war, and are likely to have some decrease in the demand. The needs of the war-stricken countries will only be lessened to the extent of the loss of population; but the ability of the people to buy freely will be limited by their loss of capital, their loss of trade. There will be a turning to the basic, economic law of self-support until energy can be better paid by manufacturing for foreign countries.

This country has profited by the war; it has tripled its excess of exports over imports—the so-called balance of foreign trade. It has thus far added three billion dollars to its national wealth over the usual increase. We may not find as great an outlet for our wheat abroad for the few years following the war, but our agricultural people will have no great disaster before them. Population here is growing rapidly, our area of tillable land is well occupied; domestic requirements are already giving the farmer a practical problem, the better employment of his land, the increase of the yield per acre.

Europe will never be able to feed itself. Food requirements change with the years—with the production—and the alternation of large and small crops will continue as long as sunshine and rain are uncertain. The loss in export demand by the war will not equal the loss in times of ordinary good harvests abroad. General trade may languish, but food must be furnished. Prices of food stuffs will run the minor scale of big and little production, and follow the major scale of all values. The depression abroad after the war may be as long as that which followed the end of the great Napoleon's ambition, for it was 1822 before England resumed specie payment, which had been suspended in 1797. It was 1820, or five years after the war, before business showed a healthy development. A period of quietness will settle over the world, and a general decline in the cost of living may be expected; income will be less, but wants supplied more cheaply. Prices after all are only relative. Prudence in business planning is a greater preparation for peace than exploiting credit in the notion that somehow or another we are too big a country to be hurt by end of the war.

## Promoting Bulk Handling in California.

The second meeting held under the auspices of the Sacramento Valley Development Ass'n for the purpose of studying the matter of substituting the bulk method of handling grain for the present bag method was held at Stockton, Cal., May 6. The com'te which was appointed by M. Diggs of the Ass'n following the last meeting two weeks ago was present and reported on their findings.

It was decided that those present should form themselves into a stronger body for the purpose of carrying on the work, and J. W. Jennings of Tehachapi was elected chairman of the com'te, while W. A. Beard of Sacramento was named temporary sec'y.

The work for the present is to be of an educational nature as it was decided that it was too late in the season to attempt to change the method of handling this year. The com'te will endeavor to determine what per cent of the grain crop can be handled in the bulk form, however.

Those present appeared to be unanimous as to the economy of the change, the principal discussion being on how the change could be made. The report of the com'te showed two main obstacles in the way at present. The farmers and the carriers are unprepared to make the change.

## Coming Conventions.

June 1, 2, 3.—American Feed Manufacturers Ass'n at Peoria, Ill.

June 7-8.—Iowa Seed Dealers Ass'n at Des Moines.

June 19-20.—Indiana Grain Dealers Ass'n at Indianapolis, Ind.

June 20-22.—The American Seed Trade Ass'n at Chicago.

July 6-7.—Ohio Grain Dealers' Ass'n at Cedar Point.

July 11-13.—National Hay Ass'n at Cedar Point, O.

Aug. 3.—Michigan Hay & Grain Dealers Ass'n at Battle Creek.

Sept. 25-27.—Grain Dealers National Ass'n at Baltimore, Md.

## W. C. Moore Dead.

W. C. Moore, of Kansas City, died at his home in Fort Collins, Colo., May 20, at the age of fifty-nine. Mr. Moore was a well-known figure in the grain trade for many years, engaging in the country elevator business in Nebraska in 1885.

In 1906, he with others, organized The Moore-Lawless Grain Co. of Kansas City and in 1907 he took active charge of The Moore-Jackson Grain Co. at Fort Collins, Colo. This company was afterwards succeeded by the W. C. Moore Milling & Elevator Co.

Mr. Moore was not active in the management of the Moore-Lawless Grain Co., of which he was president at the time of his death, but had numerous friends in the Kansas City market as well as in Nebraska and Colorado who greatly mourn his death.

G. A. Moore was at his father's bedside at the time of his death, having arrived there a few days before his death. Mr. Moore had been in failing health for eight or ten years and while his death was somewhat of a surprise he was known to be in poor health for some time.

He is survived by his wife, a daughter, Mrs. A. W. Fitzsimmons of Omaha, and two sons, Guy A. and Boyd C., both members of the Kansas City Board of Trade



W. C. Moore, Kansas City, Mo., Deceased.



## Seeds

VALLEY CENTER, KAN., May 11.—Alfalfa acreage here is reduced.—Joe Clark.

GARRETSON, S. D.—Seed corn is scarce here.—F. A. Nickel, agt., Thorpe Elvtr. Co.

JEROME, IDA.—Acreage in clovers is increasing in this territory.—Wm. Wagner, Mgr., The Jerome Milling & Elvtr. Co.

A DELIVERY of 6,000 bus. of kafir, the first ever made on a Board of Trade contract, was reported in Kansas City last week.

COLUMBIA, Mo., May 6.—Condition of clover in the state is 85.6. New clover is in good shape, while much clover is dead. Timothy condition is 92; alfalfa, 80.2.—State Dep't of Agriculture.

LANSING, MICH., May 6.—The acreage of clover sown in the state as compared with last year is 97%. The acreage that will be plowed up because winter killed or otherwise destroyed is 6%. Condition of meadows and pasture in the state is 91.—Coleman C. Vaughan, Sec'y of State.

SWEET CLOVER SEED in carload lots shipped between all points Trans-Missouri territory will take Class B rates after June 1, according to a notice received by the Lincoln Commercial Club, which made application to the carriers out of Lincoln for a lower rate on clover seed some time ago on the ground that it belonged to the same family as alfalfa seed, etc., and therefore should come under the same rate.

FIBRE HEMP SEED bot last Spring from Arthur Laughlin of Elkhart, Ind., by John Stuckman, a farmer near Nappanee, Ind., and planted by him, came out of the ground in the shape of bird seed hemp, and now John Stuckman has brot suit in the Superior Court for \$1,235 damages, asserting that the 17 bus. of fibre hemp for which he paid \$62.05 would have netted him a neat profit on the acre, while the bird seed hemp was practically worthless.

W. P. NILES, a prominent seed merchant of Wellington, Ont., died very suddenly at the telephone office there of heart trouble on May 11. Mr. Niles was 65 years old, and had been in poor health for some time prior to his death. He was a very enterprising citizen, several times Reeve of Wellington, and closely identified with civic and political movements for the betterment of the town and county in which he lived. His charitable donations were extensive. He is survived by his wife and one sister.

CROSSING VARIETIES of corn has the effect of increasing or decreasing the seed produced. It frequently appears in the current crop as well as in the first generation, being manifest in the increased weight of the hybrid seeds. In crosses obtained in crosses made between eight varieties of corn by T. K. Wolfe of Waterloo, Ia., 56.8% produced profitable increases in yield (weight of kernels) and in 13.5% the increase was slight. In 24.3% of the crosses the decrease was marked and in 5.4% it was slight. The largest increase was 16.04% and the greatest decrease 13.05%. The increases and decreases are not confined to any certain varieties.

A SPECIALIST IN MARKETING SEEDS is wanted by the Government in the Office of Markets and Rural Organization, Washington, D. C., to investigate the

methods of marketing agricultural seeds, especially the seeds of the cereals, forage grasses, and legumes; to render assistance to producers and dealers in organizing and in marketing their products; to devise and demonstrate improvements in present methods; and to direct the work of subordinates engaged in similar investigations. Salaries range from \$2,500 to \$3,500 for this position. Persons who meet the requirements and desire to enter the Civil Service Examination for this position should apply for Form 2118, stating the title of the examination desired, which is "Specialist in Marketing Seeds," to the U. S. Civil Service Commission, Washington, D. C., and must have application filed with the Commission before June 13, 1916.

### From the Seed Trade.

MECHANICSBURG, O., May 23.—There was an unusual demand here for seed corn this season. Many of the clover meadows here are winter killed badly.—Chas. B. Wing, pres. The Wing Seed Co.

LONDON, ENG., May 8.—Demand for agricultural seeds is brisk. The market is steady at recent quotations. Sainfoin in husk is very scarce, a small quantity of milled seed being available. Mustard is slightly easier since the great rise in value. Rape seed is steady. There is a greater inquiry for winter tares. A good demand is shown for Italian and perennial ryegrass. Spot seed is very firm, also all varieties of natural grasses.—C. W. Le May & Co.

MITCHELL, SO. DAK., May 22.—Alfalfa, timothy and medium clover are the only grasses grown to any extent in So. Dakota for seed. It is still too early to make any prediction on the probable crop. The season has been very backward and the growth slow. At the present time there is a good demand for alfalfa seed, and we doubt whether there will be any amount of alfalfa, timothy or clover seed carried over in this state.—W. A. Wheeler, sec'y, Dakota Improved Seed Co.

GARDEN CITY, KAN., May 8.—The acreage of seeds of all kinds has increased in this locality. The supply of alfalfa seed, on account of the increased acreage being sown, is almost exhausted. A tremendous acreage of milo maize, kafir corn and feterita will be put out this month. The largest acreage of sugar beets will be put out. The seed market is very active. Outside of alfalfa seed, the supply of others will be sufficient. Our ground is in excellent condition as to moisture for this time of the year and prospects for a very favorable season were never brighter.—E. G. Finnup.

TOLEDO, O.—Clover seed receipts have not been large last week but included two carloads of prime from abroad, and there may be some of this seed coming along for a while yet. The quality is surely fine and fully equal to that received from the far west early in the winter. Shipping demand appears to have dropped off all at once; at least, shipments out would so indicate, but the people who hold the prime seem to feel that there is as much chance of market doing better as declining. Crop reports from Ohio indicate larger acreage and better condition than reports did a month ago. Even Indiana shows an improvement, likewise Michigan. Wisconsin dealers talk bullish. The far west has not said much except, a while ago, that the outlook was good. A little foreign selling would indicate that conditions there must be fair.—J. F. Zahm & Co.

### American Seed Trade Meeting.

Following is the program of the 34th annual convention of the American Seed Trade Ass'n to be held at the Hotel Sherman, Chicago, Ill., June 20-21-22, 1916:

June 20, 10 A. M.

"Accounting and Business Methods" by Robert E. Belt, Federal Trade Commission, Washington, D. C.

"Corn Growing in the Northwest" by A. K. Bush, Minneapolis, Minn.

"Farmers Associations" by John A. Salzer, La Crosse, Wis.

"Advertising—Fair Play Seed" by Frank B. White, Agricultural Publishers Ass'n, Chicago, Ill.

President's Reception, Tuesday Evening, Hotel Sherman.

Annual Banquet, Wednesday Evening.

The program has this year been purposely shortened as matters of vital importance to the Ass'n and the trade will be up for discussion and it was thought wise to allow sufficient time to consider them.

Included in the order of business are reports of Sec'y and Treas., election of members, reports of com'ites, election of officers.

### New Grain Rule at Seattle, Wash.

Rule VII of the Seattle Merchants Exchange, governing delivery of grain on contract, has been entirely rewritten and amplified by the Grain Com'ite, effective May 12, so that it now reads as follows:

In all sales of grain, it shall be understood that the grain shall be sacked in sound burlap sacks, in good condition, as follows:

**Wheat.**—Standard imported Calcutta wheat sacks or the equivalent thereof, made of not less than 10 ounce quality cloth. (Approximate standard dimensions, 22x36 inches; approximate standard weight of sack, 12 ounces.)

**Oats.**—In burlap sacks, not lighter quality than standard oat sacks or the equivalent thereof. (Approximate standard dimensions, 23x40 inches; approximate standard weight of sack, 10½ ounces.)

**Barley.**—In burlap sacks not lighter quality than standard barley sacks or the equivalent thereof. (Approximate standard dimensions, 22x36; approximate standard weight of sack, 10½ ounces.)

Barley may also be sacked in Calcutta wheat sacks and/or standard oat sacks, as per above specifications.

**Grain in bulk** may be delivered on contracts without the consent of the buyer, who shall be allowed to deduct from the value of the grain, to cover the cost of sacks, the differences as per the latest ruling made by the grain com'ite between bulk and sacked grain; provided, however, that this does not prevent any sale being made in bulk where the buyer and seller mutually agree at the time of the sale to deliver and accept grain in bulk as full delivery on a contract; and provided further, that grain in bulk with sacks on top shall not constitute delivery on contract as sacked grain and that it shall be optional with the buyer to accept such grain in bulk with sacks on top as sacked grain or grain in bulk, and in the event that the grain is accepted as grain in bulk, the sacks shall be held intact, special piled and marked for seller's account. All sacks designated as in "bad order" by the state grain inspector the buyer may charge the seller 3c each for "bad order" sacks, and in the event that sacks are designated as "resacks" by the state grain inspector in any number, the buyer may charge the seller 10c per sack for all such resacks, to cover the cost of resacking and handling the grain.

RECENT REPORTS from Peoria that industries there are using 98,000 bus. of corn per day and expect to increase to 105,000 bus. were said to be correct by Frank G. Coe of the Corn Products Refining Co., with the exception that 30,000 and 40,000 bus. is kafir corn, not Indian corn. There are only two of the distillers at Peoria and Pekin who are now using Indian corn exclusively, he says.



## Chas. E. Timberlake Dead.

The sudden and unexpected death of Chas. E. Timberlake at his home in Chicago on Friday, May 19, came as a complete shock and surprise to everyone who knew him. Many remember him in full health and vigor on the trip to and from the recent Illinois meeting at Decatur, which he attended together with his brother Erwin. He contracted a slight cold, however, on this trip, which developed into pneumonia, and death occurred before the disease could be checked, despite the best of care and medical attention.

Mr. Timberlake was born in La Fayette, Ind., and came to Chicago in 1888 with his parents, where he has since been located. At one time he bought an elevator at Pine Village, Ind., which he operated. He has also operated country stations at Pittwood and Martinton, Ill. He is well known to the cash grain trade, and was a thoroly experienced grain man, being fully conversant with the country grain business as well as the work of the terminals. During his several years' experience in the grain business he was always a hard and faithful worker, and was successful in building up a large clientele among the trade, as well as a host of friends.

At the time of his death, Mr. Timberlake was 37 years old. He was not married. Besides his parents, Mr. and Mrs. Wm. M. Timberlake, one sister and one brother of Chicago, and one sister in Milwaukee, survive him.

He had many warm personal friends in the trade. A special committee from the Chicago Board of Trade was present at the funeral. A portrait of Mr. Timberlake is given in the engraving.

IN MY OPINION no buyer can afford to be without the Journal.—G. W. Lousignont, mgr. Kansas Flour Mills Co., Burlington, Okla.



Chas. E. Timberlake, Chicago, Ill.,  
Deceased.

## Sampling and Re-Inspection at Cincinnati.

Sec'y Chas. B. Riley and Pres. J. S. Hazelrigg of the Indiana Grain Dealers' Ass'n recently visited Cincinnati, O., to investigate a complaint that cars of grain were being inspected there in such a manner as to leave the hazard of condition with the shipper, pending its arrival at some elevator or mill for unloading, and after a conference with a special com'te of the Grain & Hay Exchange, the latter made the following recommendations to the Chamber of Commerce:

That all samplers be required to probe the contents of cars in at least seven separate places.

That the present Section 6 of Rule IV, viz.: All grain inspected will be graded by the lowest grade found. The Inspector shall furnish samples which shall fairly represent the quality of the contents be rescinded and the following rule be approved to take its place: "That the contents of the entire number of probes be emptied out on a cloth and thoroughly mixed and type samples made therefrom."

That when a complete inspection cannot be accomplished because the grain is loaded too near the roof of car, the sampler shall make notation thereof on his report and certificate, giving, as nearly as can be estimated, the space between the top line of grain at the highest point and the roof of the car. If grain of the quality of 3 or better is found to be loaded so irregular in car as to prevent proper inspection under the rule as to depth or space under the roof, the same may be marked for re-inspection account of being so improperly loaded, and proper notation made on the inspection certificate.

When the contents of a car is so deep that proper sampling cannot be accomplished, the depth of said grain should be noted on the sampler's report and certificate.

When the condition of the grain is such as to prevent sinking the tryer therein on account of moisture, etc., such fact should be noted on sampler's report and certificate.

Complete sampling must be procured when the moisture content of the grain is such as to permit it to qualify as No. 3 grading or better, and when the space above the grain between the surface of the grain and the roof is equal to or in excess of 36" at the highest point, and when the depth thereof does not exceed 5'.

Inspector's certificates shall contain such notations as will indicate clearly the exact condition. No reference shall be made to an anticipated or possible condition resulting from plugging or other fraudulent practices on the part of the shipper. (This is taken care of by rule covering the question of plugging.)

That a steel barrel tryer, with the usual number of port holes and a wooden plunger, shall be used, the tryer to be at least five feet in length, and, for convenience, the plunger should be jointed so it can be withdrawn from the tryer. That tryers shall be perfectly smooth, so as to permit insertion into the grain with the least possible resistance. It is also recommended that the use of steel tryers with lips, now used by the inspection department of the Chamber of Commerce, be discontinued.

## M. M. Day Now a General Partner.

The many friends of Minthorne M. Day in the cash grain trade will be pleased to learn that he has recently been admitted to full general partnership in the firm of Mackenzie & Day, Chicago, Ill.

As a young man Mr. Day learned the grain business on the floor of the Chicago Board of Trade, having 10 years' experience with the old firm of Pringle, Fitch & Rankin. He thereafter gained a knowledge of the country grain trade by handling the Earlville, Princeton and Ottawa business when the firm of Mackenzie & Day was organized. Mr. M. M. Day will personally direct the country business of the firm, Harry Todd being Chicago manager of their cash grain business, their facilities for doing which are enhanced by their private wire business. A portrait of Mr. Day is given in the engraving.

## War Affecting the Grain Trade.

THE FRENCH GOVERNMENT has fixed a minimum price on oats of 31 francs per 100 kilos.

ITALY has put an embargo on the export of macaroni, one of her chief food products. The American Consul General at Genoa states that the embargo will remain in force for an indefinite period.

THE PREMIUM of sea war risks has been reduced by ½ of 1% by British underwriters as a result of the smaller number of British ships sunk during the last fortnight and the German promise to the United States on methods of submarine warfare.

RESTRICTIONS on the exportation of jute and its products have been imposed by the British Government to the effect that ships leaving for the United States must be specially licensed; consigned in a particular manner, and destined for a recipient who has previously filed an application to become an approved importer with the Textile Alliance, and received the approval of the British Embassy in Washington.

THE FEDERAL COUNCIL of Germany has empowered the imperial chancellor to seize and regulate the distribution of all vegetable supplies in the empire. This regulation will be put into effect by the new director of food supplies whose appointment has been authorized. The new proposal for dealing with the food problem in Germany would do away entirely with private buying and even private cooking. Under the scheme proposed the local governments of cities or communities, thru their chosen officials, would have the right to confiscate all foodstuffs at fixed prices, assemble them at public kitchens and distribute them ready cooked to the people. In one German town an interesting experiment of this nature has already been adopted by 100 families, who joined together and organized a common kitchen and restaurant, where provisions are purchased, cooked and distributed by a com'te of women at a cost of from 10 to 15 cents per meal per person.



Minthorne M. Day, Chicago, Ill.



## Grain Carriers

FOREIGN-BUILT VESSELS admitted to American registry from Mar. 11 to May 19 numbered 181, aggregating 618,053 gross tons.

A TRANSFER ALLOWANCE of  $\frac{1}{2}$   $\frac{1}{4}$  cent per bushel will be made effective July 5 by the C. I. & L. Ry. at Chicago, Indianapolis and Rensselaer, Ind., under circular 1278.

THE EMBARGO COM'ITE of the Eastern Freight Accumulation Conference at New York has placed embargoes against thirty additional individual consignees in New England, whose facilities for unloading freight promptly have proved inadequate.

BUFFALO, N. Y.—The steamer "Col-lard," which lost her cargo of grain some months ago in a collision with another boat, is to be sold to satisfy a judgment secured in United States Court by the Moseley & Motley Milling Co. of Rochester, N. Y.

THE FIRST SHIPMENT of Manitoba wheat brot over the Transcontinental Ry., which has shortened the distance from Winnipeg to Quebec by 200 miles, was loaded into the steamer Ennisbrook at Quebec, the boat getting under way with a full cargo in less than two days.

THE BILL of the Lehigh Valley Ry. Co., which sought to restrain the Interstate Commerce Commission from enforcing its order divorcing the railroad from its interests in steamship lines on the great lakes, was dismissed May 12 by the United States District Court at Philadelphia.

PROPOSED MISSOURI Pacific Ry. tariffs to restrict transit privileges on grain and grain products to Leavenworth and Atchison, Kan., on grain originating at Council Bluffs, Omaha and So. Omaha, when destined to Kansas City or points beyond, were suspended recently by the Interstate Commerce Commission until Nov. 25.

THE TOTAL SURPLUS of freight cars on May 1, 1916, was 59,657, compared with 52,274 on April 1, 1916, and 292,269 on May 1, 1915. The surplus west and north-west is largely box cars. The shortage in the southeast shows a reduction of surplus cars. On May 1, there were 29,050 as against 47,636 on April 1. On May 1 last year the surplus was 966.

A HEARING of friends and opponents of the proposed Lockport to Utica, Ill., waterway in Washington recently disclosed the fact that Sec'y of War Baker opposes charging any tolls on the canal. Gov. Dunne urged that the War Dep't give a permit to start work. Opposition to the plan was made by members of the Wisconsin congressional delegation on the ground that it would impair their harbor facilities by draining water from Lake Michigan.

THE FOLLOWING REPARATION orders have been issued by the Interstate Commerce Commission: Clinton Sugar Refining Co. v. Pa. Ry., waive collection of under-charge of \$2.41 on corn from Guckeen, Minn., to Clinton, Ia.; Flanley Grain Co. v. C. & N. W. Ry., refund \$8.82 and waive collection of \$59.56 on corn from Mapleton, Ia., to Kansas City, Mo.; Flanley Grain Co. v. Ill. Cent., \$32.41 on corn from Matlock, Ia., to Atchison, Kan., and waive collection of \$62.33; Cleveland Grain Co. v. C. C. C. & St. L. Ry., \$2.61 on corn from Fortville and Shelbyville, Ind., to Hampton, Conn.—P.

THE ELGIN, JOLIET & EASTERN Ry. was recently found guilty of violating the interstate law on sixteen counts in a charge covering the shipping of paper boxes at unlawful rates. The maximum penalty is a fine of \$80,000. Motion for a new trial was made and Judge Landis, in whose court the trial was held, postponed the hearing of arguments indefinitely.

ON EX-LAKE GRAIN from Buffalo and on eastbound freight from Chicago the eastern carriers have made effective a provision in their tariffs that "Eastbound freight not consigned in shipping order or B/L for export, which is ordered for exportation after arrival of shipment at the Atlantic ports, will be subject to the rates, rules and regulations applicable on domestic traffic."

THE INTERSTATE COMMERCE COMMISSION has authorized the Illinois Central to establish rates on grain from Alvin, Ill., to New York, Boston, Philadelphia, Baltimore and related points via Chicago the same as rates on like traffic from and to the same points via the Chicago and Eastern and to maintain higher rates from intermediate points between Alvin and Chicago.—P.

EDWARD P. SMITH will represent the Council of Grain Exchanges and the Grain Dealers National Ass'n in Washington before the Com'ite on Interstate and Foreign Commerce to answer the objection made by carriers to the Pomerene Bill becoming a law. The carriers have proposed a "joker" which, if adopted, would practically nullify the beneficial effects of the bill.

AN ORDER establishing thru rates from the chief cities in the Middle West on all commodities to Charleston, S. C., for export has been issued by the Interstate Commerce Commission, and provides that the rates to Charleston shall be the same as those now in effect from the same points to Norfolk, Va. The order was issued to relieve the freight congestion at north Atlantic ports.

RATES ON DISTILLERS dried grain from Midway, Ky., to Norfolk and Newport News, Va., Baltimore and Philadelphia for export, were the basis of a complaint brot by S. J. Greenbaum Co. of Midway, Ky., against the Southern Ry., recently dismissed by the Interstate Commerce Commission, as a satisfactory adjustment of the rates involved has been reached since the hearing.

THE UPDIKE ELVTR. Co. of Omaha, Neb., has filed suit in federal court against the Michigan Central Ry. for \$8,000, alleging it had contracted to deliver 100,000 bus. of wheat for export in New York city on Feb. 23. Forty-two carloads containing 60,000 bus. were tendered to the Railway Co. for transportation to destination, and the shipment refused. As a result, the grain was thrown on the Chicago market and prices ranging below the contract value had to be accepted.

RATES ON BREWERS' RICE over the International & Great Northern from Houston, Tex., to points in the Central Freight Ass'n territory were held reasonable by the Interstate Commerce Commission on hearing the complaint brot against the road by the Mutual Rice Trade & Development Ass'n. Rates on imported rice from New York to Chicago and Indianapolis were held to be unduly high in comparison with the rate from Galveston to these points. An increase of 5c per 100 lbs. in the rate on clean rice from Houston to North Pacific coast points was allowed.

THE EMBARGO placed by the B. & O. Ry. on all grain from all points consigned to Locust Point elvtrs., Baltimore, effective midnight May 10, was lifted again on May 18.

THE CAIRO BOARD OF TRADE petitioned the Illinois Public Utilities Commission for a change in classification of hay, and a hearing was had on May 10, at which time a number of hay dealers gave testimony. Discrimination by the railroads and general unjust classification was alleged. No decision was rendered.

THE FREIGHT on 30,000 tons of barley contracted to be delivered in Europe from California points will amount to more than the market value of the grain. The barley, which is to go overland to Galveston for export before July 1, is now worth in California at the market price \$1,100,000, but the railroads will receive \$8 per ton to carry it to Galveston and the sea freight will be at the rate of \$32 a ton, making a thru rate of \$40 per ton or \$1,200,000 to haul the 30,000 tons.

THE OTTAWA TRANSIT Co. of Buffalo has libeled 261,000 bus. of wheat that recently arrived at that port from Duluth, on the steamer Normania, because of alleged delay in unloading, the libel stating that on Mar. 29 a contract was entered into between the Tomlinson Co. of Duluth, shippers of the wheat, and the W. C. Richardson Co., managers for the steamer, calling for the unloading of the vessel within four hours after her arrival at Buffalo, whereas 9 days have now expired and the cargo is not yet unloaded.

A RESOLUTION has been adopted by the executive comite of the Eastern Freight Accumulation Conference cancelling the new tariff recently filed with the Interstate Commerce Commission revising the storage on grain at seaboard terminals. Owing to a misunderstanding the wording of the tariff was not acceptable to the Exchange and the comite decided to cancel the tariff and file new tariffs in the regular way, not asking for short time, upon which hearings may be held by the commission and the matter settled to the satisfaction of all concerned.

THE INTERSTATE COMMERCE COMMISSION dismissed two complaints recently against the C. St. P. M. & O. Ry. Co., one brot by the Updike Grain Co. of Omaha, Neb., charging that the rate of 12c per 100 lbs. legally applicable on corn in carloads from Ashton, Hospers and Sheldon, Ia., to Council Bluffs, Ia., reconsigned to Lincoln, Neb., and Kansas City, Mo., was unreasonable; the other by the McCaull-Dinsmore Co. of Minneapolis, Minn., charging misrouting and overcharging on a shipment of shelled corn from Ritter, Ia., to Kansas City, Mo.

ALLEGED LIMITATION of the transit privilege since the divorcement of lake and rail lines, was the basis of a complaint filed with the Interstate Commerce Commission by the Milwaukee Chamber of Commerce freight bureau against the C. M. & St. P. Ry. The complaint states that the road applies the transit privilege only on outbound shipments of flour, malt and other grain products to rail connections at Milwaukee, and refuses to make delivery to the lake line docks, whereas on shipments from western milling or malting plants the railway makes delivery direct to the lake line docks at Milwaukee. It is claimed that some lines refused to continue in effect the switching or cartage arrangements formerly applicable on traffic shipped by Milwaukee millers and maltsters.



TRANSIT PRIVILEGES are the subject of a complaint to the Interstate Commerce Commission by J. Allen Smith & Co. of Knoxville, Tenn. The company received wheat from Chicago thru New Albany, Ind., and Louisville, where it was milled in transit and shipped to other points. A refund of \$861 is asked representing 1c per 100 pounds on the entire amount. The railroad said it had not authorized transit privilege on grain at New Albany but confined it to Louisville.—P.

A CAR OF WHEAT that was wrecked as the result of falling into the flume of the water power of the Oxford Mill & Elvtr. Co.'s mill at Oxford, Kan., was the subject of a suit brot against the company by the Mo. Pac. Ry., in the District Court at Wellington, Kan., claiming damages to cover injury to the freight car, for the cost of rebuilding the spur track to the mill, and for freight to Kansas City. However, a counter claim was filed by the mill on the grounds that the road-bed of the spur was in a rotten condition, that the ties were rotted and that the rails could not support the weight of the car, and the verdict returned last week by the court was in favor of the mill.

FULL SETTLEMENT of a claim for a car-load of beans delivered in 1911 without the original order B/L being surrendered, has just been received by the Traverse City Milling Co., Traverse City, Mich., from the Pere Marquette Ry. The beans, which were sold to parties in Detroit to be delivered to a wholesale house in Keokuk, Ia., with draft attached to an order B/L drawn on the parties in Detroit, were delivered to the consignee in Keokuk by the Wabash Ry., without the original B/L being surrendered. In a suit brot to recover, the milling company was given a favorable decision by the U. S. District Court in Jan., 1914, but it required more than two years before the check was received.

A COPY of the proposed form of export uniform B/L agreed upon at the joint conference of carriers and shippers is being sent its members by the National Industrial Traffic League, together with a copy of the proposed uniform straight B/L, both documents containing underlines to show what provisions are opposed by the shippers. The League and the carriers are agreed upon what appears on the face of the Bs/L, but disagree on the conditions. Concerning the very important points still in controversy the counsel of the League will by brief and oral argument urge the Interstate Commerce Commission to incorporate in the B/L all provisions necessary to safeguard the legal rights of the shipper.

CARRIERS in official classification territory have revised part of Section 3 of the uniform B/L effective June 1, under special permission of the Interstate Commerce Commission, as follows: "Except where the loss, damage, or injury complained of is due to delay or damage while being loaded or unloaded, or damaged in transit by carelessness or negligence, as conditions precedent to recovery, claims must be made in writing to the originating or delivering carrier within six months after delivery of the property (or, in case of export traffic, within nine months after delivery at port of export), or, in case of failure to make delivery, then within six months (or nine months in case of export traffic) after a reasonable time for delivery has elapsed; and suits for loss, damage, or delay shall be instituted only within two years and one day after delivery of the property, or, in case of failure to make delivery,

then within two years and one day after a reasonable time for delivery has elapsed."

THE NEW HAVEN RY. has filed a new tariff with the Interstate Commerce Commission to be effective May 25 providing for a demurrage charge of \$5 per car per day, to be additional to the usual demurrage becoming effective on the sixth day after notice has been sent out to consignees that cars with their goods have been placed at destination points. This exceptionally high fee has been deemed necessary by the road's officials because of the continued delay on the part of recipients of freight in taking their consignments from the cars. The Commission granted permission to file the tariff under notice of ten days only, instead of the regular thirty-day period. The additional charge will be in effect for no more than 60 days.

## Grain Contract for Illinois Oral Contract Law.

Clyde H. Walker, attorney of Champaign, Ill., at the recent meeting of the Illinois Grain Dealers Ass'n, during his address on "Grain Litigation" made the following recommendation to meet the requirement of the new Uniform Sales Act:

In advancing money on grain and especially so, since the passage of the Uniform Sales Act by our recent legislature, it is necessary for the local elevator man to have a contract of purchase signed by the farmer in order to be absolutely safe and secure, so that the farmer will give him the grain at the price for which he has purchased it. The Uniform Sales Act, as passed, requires a contract or memorandum in writing between the parties where the amount involved is over \$500, and the delivery is for future date. The act further requires that a certain price must be stated and a price stating, at market, would be a good price to be within the act if money is advanced.

The grain should be warranted to be sound and merchantable.

Another possibility to cover is delivery of greater amount than that for which the contract calls. The buyer is bound to pay contract price for all if he accepts, unless so especially stated in the contract. I would recommend the following as a form covering the requirements of the act:

I have this day sold to Clyde H. Walker One Thousand bus. of sound, merchantable shelled corn at 70 cents per bu., which is free from landlord liens, judgments, or other incumbrances or liens, and I agree to buyers' option to maintain or close purchase not delivered to Clyde H. Walker on or before Aug. 1, 1916, at his elevator at Champaign, Ill.

It is also agreed should I deliver more than One Thousand bushels of corn to said Clyde H. Walker, any amount over and above One Thousand bushels is to be paid for by Clyde H. Walker to me at the market price Clyde H. Walker is paying for corn on day of delivery.

It is also agreed that should cars be scarce, I will hold said grain under this contract until such times as cars can conveniently be obtained without any expense to said Clyde H. Walker for the holding or storing of said grain.

I hereby acknowledge receipt of the sum of ..... Dollars (\$.....) from said Clyde H. Walker as partial payment of the whole amount on this contract, and if said grain is not delivered by me within the time specified by this agreement, then I agree to pay as damages the difference between the contract price and the market price of the grain on the day herein mentioned for delivery and interest on the money advanced to me at the rate of seven per cent per annum until repaid.  
.....(Seal)  
.....(Seal)

## Attachment of Proceeds of Draft.

The Supreme Court of Mississippi on Apr. 17, 1916, reversed the decision of the Chancery Court of Lauderdale County, and granted a new trial to D. Rosenbaum's Sons of Meridian, Miss., in the suit against Davis & Andrews Co., of Memphis, Tenn., growing out of a sale of 3 cars of corn and chops, natural, not kiln dried.

After the grain had been unloaded plaintiffs, Rosenbaum's Sons, discovered it to be damp and decaying. The sale was made thru a broker, W. S. McCallum, who was offered natural chops at the price quoted, while plaintiffs allege they expected to receive kiln dried grain.

Davis & Andrews Co. consigned the car of chops and corn to its own order at Meridian and received from the railroad company "shipper's order notify" B/L. Appellee attached this B/L to a sight draft upon appellants and turned the sight draft and lading over to the Bank of Commerce & Trust Co. of Memphis for collection. The Memphis bank forwarded the draft to a bank in Meridian, which subsequently collected the proceeds of the draft and turned the B/L over to appellants. It is the proceeds of this draft in the hands of the Meridian bank which appellants by their attachment impounded and hold liable for damages alleged to have been sustained by appellants on account of rotten, unsound, and unmerchantable grain covered by the shipment in question.

The Supreme Court held: The testimony on behalf of appellants abundantly shows that it had received grain, a part of which was wet, rotten, and worthless, and a part of which was slightly damaged. It can not be said that this testimony, delivered by reputable witnesses in Meridian, is contradicted. It is true that Mr. Davis, an officer of the appellee company, and a Mr. Betts, foreman of the grain elevator and warehouse, gave testimony of the sound condition of the shipment when it was loaded. This grain, however, was consigned by appellee to its own order at Meridian, and the bank was constituted the agent of the shipper in making delivery. If the proof shows the grain was badly damaged when it was delivered, then appellee has not discharged its obligation of delivering sound and merchantable grain, and, when appellants received unsound and unmerchantable grain, they had a right to retain the shipment and sue appellee for consequent damages.—71 South, Rep. 388.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, Chicago, for free publication, the initials, number, place, date and condition of cars seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

M. L. & T. 33199 was switched May 22, in Hutchinson, Kan., yard, leaking grain at side door.—R. W. Vance, sec'y Kansas Grain Co.

MIL 53206 at Tyndall, S. D., May 16, loaded with oats, had evidently come off the Platte Line in a line of cars which were being kicked around; was leaking badly near door.—Julian Scott, asst mgr. Flanley Grain Co., Sioux City, Ia.

G. B. & W. 2614 passed thru Nevada, Ia., May 12, eastbound, leaking oats badly at drawbar.—Frazier & Son.

246263 passed thru Sheldon, Ill., May 1, eastbound, via T. P. & W., leaking white corn badly. Could not get the initials of car.—F. L. Eastburn.



# Grain Trade News

## ARIZONA

Mesa, Ariz.—We are building a 40,000-bu., up-to-date, fireproof elvtr. The Burrell Engineering & Construction Co. has the contract.—Mesa Mlg. Co.

## ARKANSAS

Harrisburg, Ark.—The organization of a company to build an elvtr., flour mill and gin has been started by W. A. McClure, of Memphis, Tenn.

Stuttgart, Ark.—The Stuttgart Rice Mill Co. is arranging to erect a new elvtr. and rice warehouse, 35x100 ft. and 60 ft. high, with a capacity of 100,000 bus. of rough rice. The building will be completed in time to handle this year's crop. Work has been started on the rice mill and elvtr. for the National Mlg. Co.

## CALIFORNIA

San Francisco, Cal.—The Globe Grain & Mlg. Co. has bot the wholesale grain and feed business of Dunlap, Morgan & Co., who had offices here and at Los Angeles. The company has taken out a permit to erect a brick addition to its elvtr. at a cost of \$20,000.

Santa Maria, Cal.—This point has 2 grain warehouses operated as public warehouses for the convenience of growers and owners are not interested in the marketing of the commodities. George Doane, Jr., is in business acting as broker for several Los Angeles and San Francisco firms who do considerable shipping of grain and beans in car lots from this vicinity. We have no elvtrs. in this locality.—X.

Athlone, Cal.—The elvtr. which E. T. Cunningham and Walter Hayes are building, will have a capacity of 35,000 sacks of grain and will cost approximately \$3,000. Mr. Cunningham has 2,640 acres in barley this year and expects to harvest 25,000 sacks and Mr. Hayes expects a 10,000-sack yield. Mr. Cunningham made a careful study of the matter before going into it, visiting the Ramina Ranch at Tehachapi, where an elvtr. was installed last year by J. W. Jennings.

## CANADA

Camrose, Alta.—The Farmers Elvtr. Co. will rebuild its elvtr.

Grande Prairie, Alta.—C. B. Foster will build a 20,000-bu. elvtr.

Pt. Arthur, Ont.—The elvtr. of the National Elvtr. Co. will be rebuilt.

Clinton, Ont.—W. H. Perrin, grain dealer of this place, died May 4 at the age of 85 years.

Leduc, Alta.—The erection of an elvtr. is under consideration by the Farmers Elvtr. Co.

Vegreville, Alta.—The Home Elvtr. Co. has been incorporated with a capital stock of \$75,000.

Hamilton, Ont.—The elvtr. at this place will be improved by Thos. C. Watkins, of Toronto, at a cost of \$3,000.

Essex, Ont.—Edward Kendrick, of Maidstone, and Wm. Linton, of this place, have bot the elvtr. and grain business of Rose & McCausland.

Calgary, Alta.—The Alberta Flour Mills, Ltd., incorporated; capital stock, \$5,000,000; incorporators, J. E. A. Macleod, Wm. Pearce, and others. A 6,000-bbl. mill with a 1,000,000-bu. elvtr. in connection, will be built. The first unit, of 2,500 bbls. will be constructed now and this will be added to as the business increases. Alexander Ingraham, milling engineer, will have charge of the construction.

Montreal, Que.—The addition to the Harbor Commissioners' Elvtr. No. 1 has been completed and is now in operation. It is the largest seaport grain elvtr. in the world, having a capacity of 4,000,000 bus. The contract called for completion by July 15.

Ottawa, Ont.—Hon. Arthur Meighen has given the following explanation of the recent order-in-council: "The board of grain commissioners has been appointed a commission to examine into and report upon the operations of the grain act and what defects, if any, have been found in it. Also, as to whether any improvements are necessary. The commission will also report to the government upon the general course of transport of grain from the west and what are the causes which hinder a greater portion of Canadian grain going thru Canadian ports, etc."

## WINNIPEG LETTER.

The supplementary estimates brot down in Parliament recently include \$500,000 for a new N. T. R. Terminal Elvtr. and \$500,000 to rebuild the government elvtr. at St. John, which was burned 2 years ago.

An expenditure of more than \$100,000 is contemplated by the Manitoba Government to repair and rebuild its country government elvtrs., as the Grain Growers Grain Co. will not renew the lease on them until this is done.

## COLORADO

Sterling, Colo.—S. L. Mallo, mgr. of the Sterling Elvtr., was married May 11 to Miss Jeanette Martin.

Lucerne, Colo.—Repairs, additions and improvements are being made on the elvtr. and mill of the Lucerne Mill & Elvtr. Co.

Denver, Colo.—We have removed our office to 613 Cooper Bldg. We have opened an office at Omaha, Neb., but the management of our office here will continue unchanged.—O'Donnell Grain Co.

Denver, Colo.—Dennis W. Mullen, 68 years of age, who with his brother 30 years ago, established the elvtr. and milling firm of J. K. Mullen & Co., now the Colorado Mlg. & Elvtr. Co., died May 19.

Burlington, Colo.—Flames were discovered recently pouring from the upper window of the elvtr. of Hugh Baker, which was filled with grain. The blaze was extinguished by the volunteer fire dept. with little damage.

Keenesburg, Colo.—The O'Donnell Grain Co. is out of the grain business at this place. The Longmont Farmers Mill & Elvtr. Co. has an elvtr. and feed mill here and the Keene Lumber & Supply Co. handles grain and hay.—X.

## IDAHO

Kendrick, Ida.—The Kendrick-Rochdale Co. will install 2 Hall Signaling Grain Distributors in its elvtr.

Quigley, Ida.—There is a good opening here for an elvtr. as we now have only one which is poorly equipped.—J. H. Craig, postmaster.

Genesee, Ida.—We buy and ship grain, but do not intend to build an elvtr. this season.—Jos. Knapp, mgr. Genesee Farmers Union Warehouse Co.

Weiser, Ida.—I will not build an elvtr. this season on account of the decreased acreage and poor condition of the crops.—H. J. Russell, prop. Weiser Roller Mill.

Midvale, Ida.—We have improved our warehouse for handling bulk grain and have installed machinery for this purpose. The Caldwell Mill & Elvtr. Co. will build a 50,000-bu. elvtr.—Midvale Farmers Warehouse Elvtr. Co., Midvale.

## ILLINOIS

Westville, Ill.—The Commercial Club is planning to operate an elvtr.

Kings, Ill.—John C. Scott, of Rockford, is now mgr. of the Farmers Elvtr. Co.

West Ridge, Ill.—C. E. Hitch has succeeded Hitch Bros. in the grain business.

Kasbeer, Ill.—The Farmers Elvtr. Co. is giving its elvtr. a coat of red paint.

Parnell, Ill.—Roscoe Kelley, of Lostant, has taken charge of a grain business here.

Roberts, Ill.—Hamman Bros. have sold their elvtr. to the Farmers Elvtr. Co. for \$11,000.

Arlington, Ill.—The Arlington Elvtr. Co. has built an addition to its elvtr. for flour and feed.

Atkinson, Ill.—C. A. Cole has succeeded Ira Franklin as mgr. of the Farmers Grain Co.

Chenoa, Ill.—Clarence E. Elson will make extensive improvements in his elvtr. on the Alton.

Clare, Ill.—John Brennan has equipped his elvtr. with a Hall Signaling Grain Distributor.

Atkinson, Ill.—Henry Mussey, who with his brother formerly operated an elvtr. here, died recently.

Donnellson, Ill.—The Donnellson Elvtr. Co. is building a new office and wareroom on the site of its old office.

Eureka, Ill.—The Farmers Co-operative Ass'n will take possession of its recently acquired elvtrs. on Oct. 1.

Decatur, Ill.—Frank L. Evans, of the Evans Elvtr. Co., was bereaved by the death of his father on May 10.

Rossville, Ill.—W. M. Prillaman, operating an elvtr. here and at Henning, has been critically ill with heart trouble.

Hanna City, Ill.—The Farmers Elvtr. Co. will remodel its recently acquired elvtr., making it up-to-date in every respect.

Elvaston, Ill.—John H. Garard, who with his brother operated an elvtr. here for 19 years, died recently, aged 58 years.

Washburn, Ill.—George Moschel, of Moschel & Robbins, elvtr. operators, recently underwent a successful operation.

Marseilles, Ill.—Walter Scott has resigned the position he held for 33 years with the Bruce Grain Co., which recently changed hands.

Urbana, Ill.—The elvtr. of the Urbana Grain, Coal & Cement Co., James Pell, mgr., has been reopened after having been closed 2 years.

Watseka, Ill.—The elvtr. for which the Farmers Grain Co. let contract to the Efficient Erecting Co., will have a capacity of 30,000 bus.

Collison, Ill.—The Collison Grain Co., incorporated; capital stock \$20,000; incorporators, Charles C. Davis, Everett W. Davis and John Christian.

Budd, Ill.—The recently organized Budd Grain Co. has been incorporated with a capital stock of \$10,000. The company will operate a co-operative elvtr.

Itasca, Ill.—The Itasca Lumber & Feed Co. operates the elvtr. and grain business at this place. Bergland & Co. are in business at Wasco and not here.—X.

Springfield, Ill.—Weidlocher & Sons contemplate the erection of a 50,000 or 60,000-bu. steel annex to their present elvtr., to be completed before the new crop moves.—G.

Seaton, Ill.—The Island Grain Co. of Galesburg, has bot the grain business of F. L. Duncan and will take possession in 60 days. Scott Greer will be in charge at this point.

Bowman sta. (Brocton p. o.), Ill.—The machinery for the elvtr. which we are building at this station, will be furnished by the Union Iron Works. It will have 5 deep dumps and a cob house will be constructed in connection.—Brocton Elvtr. Co., Brocton.



Scottsburg, Ill.—I will build a 20,000-bu. elvtr. on the T. P. & W. R. R., which will be operated under my own name with headquarters at Bushnell.—Fred W. Copeland.

Peoria, Ill.—S. C. Bartlett & Co., if they decide to rebuild the Iowa Elvtr., which burned Mar. 6, will erect an up-to-date steel structure, larger than the burned house.

Assumption, Ill.—The Lacharite Grain Co., which will build a 40,000-bu. wooden or concrete elvtr. to replace its elvtr. which burned last month, will install the machinery itself.

Buckley, Ill.—Buckley Farmers Grain Co. incorporated; capital stock, \$25,000; incorporators, Theo. Blauck, Chas. Holz and others. The company recently purchased 2 elvtrs. at this place.

Decatur, Ill.—At a meeting of the 6th district of the Farmers Elvtr. Mgrs., held at the Hotel Orlando May 11, Scott Armsworth, of Cisco, was elected to succeed F. S. Betz, retiring pres.

La Hogue, Ill.—The Farmers Grain Co. is putting concrete retaining walls on both sides of the driveway and a concrete foundation under the scales. The office will be moved to the north side of the driveway.

Cairo, Ill.—The recently organized Miller & Pryor Co. incorporated; capital stock, \$12,000; incorporators, Jesse E. Miller, Thos. J. Pryor and Esther H. Pryor. The company has purchased an elvtr. and cereal plant.

Lincoln, Ill.—Holmes & Maurer, who bot the elvtr. of the Lincoln Grain Co., which had been idle for 5 years, have let contract to the Decatur Construction Co. to overhaul and put the house in running order.

Croft sta. (Fancy Prairie p. o.), Ill.—Mike Croft will have charge of the elvtr. which the Middletown Grain & Coal Co. of Middletown, took over at this point. All the business will be managed from Middletown.

Pierron, Ill.—The elvtr. of Philip M. Essenpreis was burned May 15 after being struck by lightning. Loss on the building, \$4,000; insurance, \$2,800; on grain, \$3,000; insurance, \$1,000. He will probably rebuild.

Newark.—Newark Farmers Grain Co., incorporated; capital stock, \$10,000; incorporators, W. H. Williams, E. E. Nelson and A. N. Thorsen. The company intends to build an elvtr. of about 65,000 bus. capacity, on the Illinois Midland R. R.

Jessie sta. (Hildreth p. o.), Ill.—The elvtr. of the National Elvtr. Co., of Indianapolis, Ind., burned May 10, together with about 39,000 bus. of corn and some oats. Loss, \$25,000. Report states that the elvtr. was insured and will be rebuilt.

Lick sta. (Virden p. o.), Ill.—The plans for the proposed elvtr. of the Chatham Elvtr. Co. of Chatham are being made by J. W. Stroup. It will be a 25,000-bu. house with a 10,000-bu. crib, 40-h. p. oil engine, rolling screen, 2 legs, 4 dumps, hopper scale and wagon scale.

Ivesdale, Ill.—Camp & Morgan's east elvtr. and office were burned May 10 and the power house was damaged. The fire started in a barn across the street. The loss is \$4,000 on the building and \$4,000 on the grain. The other elvtr. at this place will be overhauled and improved.

Newman, Ill.—W. J. Roller has been found guilty of running a gambling house in his grain elvtr. Upon inspection it was found that the building was wired thruout which was in no way needed to conduct the elvtr. business. Mr. Roller said he did not know that the wiring had been done.

Curtis sta. (Greenview p. o.), Ill.—Bloomfield Ramsey, of Greenview, was smothered to death May 15 when he fell into a grain bin at the elvtr. of D. H. Currey & Co. He was 62 years of age and had been mgr. of this elvtr. for 3 years. When found his dead body was entirely covered with shelled corn.

Edinburg, Ill.—The south elvtr. of the Farmers Grain Co. burned May 6, together with a block of buildings here. It had not been operated that day. The fire started in the elvtr. and was supposed to have been caused by sparks from a passing locomotive falling on the shingle roof. A brick power house and feed room were also destroyed. Loss on the building and contents, \$11,333.09; insurance, \$10,200. It will probably not be rebuilt as the Farmers Grain Co. owns a 70,000-bu. elvtr., which will be enlarged and the shingle roof changed.

## CHICAGO NOTES.

Richard C. Russell, member of the Board of Trade, died May 14, aged 41 years.

Clement Curtis & Co. have transferred their cash grain dept. to C. H. Thayer & Co.

Kahn Bros. Hay & Grain Co. incorporated; capital stock, \$40,000; incorporators, Eugene R. Cohn, Max Daniels and Harry Levinson.

The Board of Trade will be closed on May 30, Decoration Day, on June 3, Preparedness Day, and on June 5 for the judicial election.

On arrival at the National Elvtr. recently 12 cars of oats tendered as standard from the elvtr. of Bartlett Frazier Co. at Indiana Harbor, failed to grade, the inspection dept. having discovered sulfur.

The annual banquet of the Board of Trade Fellowship Club was held at the Auditorium Hotel on May 13. Arthur J. Flynn, pres. of the organization, was toastmaster. A vaudeville show was included in the program for the evening.

An amendment to section 3 of rule 22 of the Board of Trade, covering the delivery of No. 3 white oats on contracts, will be submitted for ballot. The amendment calls for a reduction of the penalty from 5c to 3c a bu. If passed, it will become effective Oct. 1.

George Wm. Altorfer, Francis J. Dolan, Erwin B. Timberlake, Cloyd Loughry and Chas. E. Danforth have applied for membership in the Board of Trade. Edgar R. King, Lee S. Watson, Uel J. Sinclair, John T. McNally and Philip M. Faucett have been admitted to membership and the memberships of John H. Ashum, Thos. J. Bagley, Chas. K. Templeton, Clarence D. Turner and the estate of Edwin Beggs have been posted for transfer. Memberships are selling at \$4,000 net to buyer.

J. P. Griffin, pres. of the Board of Trade, in view of the misleading crop reports being circulated, recently made the following announcement: Officials of the Chicago Board of Trade propose hereafter to exercise a complete control over so-called crop experts. The developments for several years past would indicate that many of these experts are incompetent or worse. All reports sent in by crop experts during the present season are being carefully tabulated. Later in the season when harvest returns are available if it is demonstrated that any of the so-called experts are unreliable members of this exchange will be forbidden thereafter to distribute the reports of such experts.

## INDIANA

Boswell, Ind.—The Boswell Grain Co. is installing a 25-h. p. electric motor in its elvtr.

Milford, Ind.—E. Baumgartner has purchased a 22-h. p. Lauson Kerosene Engine for his elvtr.

Frankfort, Ind.—M. D. Armantrout, formerly mgr. of the Clinton Grain Co. has engaged in the garage business.

Carlisle, Ind.—The Farmers Union Elvtr. Co. has installed a 25-h. p. gasoline engine for power in its recently acquired elvtr.

Winamac, Ind.—Work has been started on the Farmers Elvtr. Co.'s elvtr. It will be 34x36 ft. and 80 ft. high, of frame construction, covered with steel. Up-to-date equipment will be installed, and when completed the elvtr. will cost \$10,000.

Anderson, Ind.—Mrs. James Wellington has sold her interest in the Wellington Mlg. Co., operating an elvtr. and mill, to N. M. McCullough.

Portland, Ind.—The recently incorporated Portland Equity Exchange has bot the elvtr. of L. G. Holmes & Son and will take possession June 10.

Mackey sta. (Chrisney p. o.), Ind.—The elvtr. of the Aiken-Erskine Mlg. Co. containing 5,000 bus. of wheat, burned May 17. Loss, \$9,000; partly covered by insurance.

Sedalia, Ind.—The elvtr. at this place has been overhauled and repainted from cellar to cupola so that it now makes a fine appearance.—M. S. Hufford, mgr. Sedalia Elvtr. Co.

Beach Grove, Ind.—Elevator Realty Co., incorporated; capital stock, \$25,000; incorporators, Horace E. Kinney, Hazel A. Kinney and John Wild. The company has let contract for an elvtr.

Raub, Ind.—The Raub Grain Co. will tear down its old coal bins and replace with new ones. The office will be remodeled and a new 22-ft. wagon scale installed. Kirkpatrick & Jordan will install a manlift in their elvtr.—T. Kirkpatrick.

Swayzee, Ind.—The new elvtr., for which the Swayzee Mlg. Co. let contract to the Reliance Construction Co., will contain 4 bins, of 30,000 bus. capacity each. Work has been started on the building, which replaces the one burned this spring.

Ade sta. (Brook p. o.), Ind.—The elvtr. of the Ade Grain Co., owned by Warren T. McCray, of Kentland, and Fred Lyons, of Brook, burned May 13 when fire destroyed this town. About 25,000 bus. of grain was destroyed. The loss on the building and contents is covered by insurance.

Macy, Ind.—William Dollar, aged 32 years, part owner of the elvtr. here, grieving over the sudden death of his wife about 2 months ago, on May 16 shot and killed his mother and his 2 daughters, wounded his 11-year-old son, and then took his own life over his wife's grave. There is little hope for the recovery of the boy.

Tefft, Ind.—Giles W. Trask, prop. of an elvtr. here, murdered Madam Rand, a clairvoyant, who had been blackmailing him for some time. A temporary restraining order was granted Pratt & Co., grain dealers of Buffalo, N. Y., preventing him from disposing of his property. It is alleged that Trask has sold his elvtr. to David Brookie, of Frankfort, who holds a sum of money due on the property. The plaintiffs claim that Trask is indebted to them in the sum of \$497.71.

Elwood, Ind.—The Harting Grain Co. has brot suit against the Pan Handle Ry. Co. to recover damage in the sum of \$93.96 for alleged delay in shipping a car of corn from this place to Baltimore, Md. A reasonable time for transportation between these two points is said in the complaint to be 48 hours, but in this particular instance it required 36 days for the car to reach its destination. In the meantime the corn had become musty, mouldy and damp so that it was unmarketable in that condition and had to be put thru the "drying" process. The expense and shrinkage, so it is alleged, amounted to \$93.96. The railway company denies any liability for the delay in shipment.

## INDIANAPOLIS LETTER.

The mid-summer meeting of the Indiana Grain Dealers' Ass'n will be held here June 19 and 20.—Chas. B. Riley, secy.

The Indianapolis Farm Products Co., incorporated to deal in grain, hay and other products; capital stock, \$10,000; incorporators, Hiram W. Moore, Wm. J. Riley and George F. Knue.

The annual meeting of the Indiana Millers Ass'n will be held at the Board of Trade, this city, June 13. A good program will be provided and a large attendance anticipated and desired.—Chas. B. Riley, sec'y.



We are now building a large feed warehouse on the Illinois Central tracks, which we hope to occupy about July 15, when we will be prepared to handle a much larger volume of business. Later on we intend to build a large elvtr. and feed mill.—McCoy & Garten.

## IOWA

Sioux City, Ia.—A. J. Jenkinson, of the Armour Grain Co., will be married June 1.

Larrabee, Ia.—The Farmers Elvtr. Co. has hired C. E. Abbott, of Elmore, as mgr.

Percival, Ia.—Reed & Noble are building an addition to their recently acquired elvtr.

Sloan, Ia.—Electric power will be installed in the elvtr. of the Farmers Elvtr. Co.

Chariton, Ia.—Harper & Ward, of Des Moines, have opened a branch office in this city.

Dysart, Ia.—We built a 12x65 ft. addition to our store room.—Tama Benton Grain Co.

Cumberland, Ia.—Harry Kennedy has resigned his position at the elvtr. of Turner Bros.

Dickens, Ia.—Contract for the erection of an elvtr. has been let by the Farmers Elvtr. Co.

Guernsey, Ia.—We operate the elvtr. formerly operated by John Swecker.—Miner & Wenger.

Waterloo, Ia.—Mackenzie & Day, of Chicago, Ill., have opened a direct wire office in this city.

Denison, Ia.—Chas. Menaugh has been retained as mgr. of the Farmers Co-operative Society.

West Liberty, Ia.—Issac Tomlinson, for years engaged in the elvtr. and grain business, died May 19.

Livermore, Ia.—The St. John Grain Co., of Worthington, Minn., has bot the elvtr. on the C. R. I. & P.

Chapin, Ia.—Frank Burnell has been elected mgr. of the Farmers Elvtr. Co., taking charge in August.

Inwood, Ia.—Klein Bros. are building an addition to their elvtr. in which they will install a feed grinding mill.

Slifer sta. (Gowrie p. o.), Ia.—The Farmers Elvtr. Co. will take possession of its recently acquired elvtr. on June 1.

Allendorf, Ia.—S. I. Bradrick, operating an elvtr. here, was married recently and went to Cuba on a wedding journey.

Lovilia, Ia.—We will operate a retail feed store and grain house and will buy grain from the farmers.—H. W. Kester.

Randall, Ia.—The driveway at the elvtr. of the Neel Grain Co. will be rebuilt this summer and other improvements made.

Westgate, Ia.—I am mgr. of the recently incorporated Farmers Elvtr. Co. which intends to build a 15,000-bu. elvtr.—J. A. Hoehne.

Danbury, Ia.—Farmers have organized a company and bot the elvtr. of Hancock & Nicolls. They will take possession the latter part of June.

Collins, Ia.—The elvtr. owned by J. E. Hale, was struck by lightning May 13 and the shingles were torn off of the east side for about 25 ft. The building was not set on fire.

Randall, Ia.—Farmers Co-operative Grain Co., incorporated; capital stock, \$25,000; incorporators, J. H. Sparboe, of Ellsworth, pres., O. N. Hovland, sec'y, and H. N. Donhowe, treas.

New Sharon, Ia.—The Farmers Elvtr. Co. is building a 20x40 ft. feed house, 12 ft. high, for storing mill feeds and flour, which will add greatly to its new plant.—D. L. Ray, mgr.

Lake City, Ia.—The main elvtr. of the Updike Grain Co., containing several thousand bus. of oats, burned May 10. The company has another elvtr. and coal chutes here, which were not damaged.

Freeman sta. (Mason City p. o.), Ia.—The elvtr., owned by Mr. Maloney and managed by Mr. Parker, was robbed recently. The thieves, when frightened away, left 2 sacks of grain outside the door.

Eldon, Ia.—Work will start about June 1 on the proposed elvtr. of O. A. Talbott & Co., of Keokuk. The main building will be 32x48 ft. and the foundation will be of concrete. Electric power will be installed.

Hepburn, Ia.—The recently organized Farmers Elvtr. Co. incorporated; capital stock, \$10,000; incorporators, W. J. Williams, pres., B. J. Sunderman, sec'y, and others. The company has bot the elvtr. of G. W. Carter.

Whiting, Ia.—The recently organized Farmers Elvtr. Co. incorporated; capital stock, \$25,000; incorporators, A. W. Ruth, pres., L. B. Long, sec'y, and others. The company has bot the elvtr. of A. B. Elliott for \$14,000 and will take possession July 1.

Des Moines, Ia.—The following elvtrs., formerly operated by the Squires Grain Co., are now operated by our company; Bon-durant, Ira, Baxter, Mingo, Enterprise, Cummings, Kelley, Angus, Rippey, Paton, Lena and Callander.—Clark Brown Grain Co.

Ft. Dodge, Ia.—Frank O'Hearn has resigned as district representative for Brennan & Carden, of Chicago, Ill., and will start at once as representative for L. Bartlett & Sons, of Milwaukee, Wis. He will maintain his headquarters in the Snell Bldg. in this city.

Ocheyedan, Ia.—Improvements are being made at the elvtr. of Greig & Zeeman. The old annex is being replaced with a 24x34x30 ft. building, an automatic scale, new conveyors, electric motor and other repairs are being installed and a new cement floor is being laid.

River Sioux, Ia.—The recently organized Farmers Elvtr. Co. incorporated; capital stock, \$25,000; incorporators, J. A. Perley, pres., O. R. Onstott, sec'y, and others. The company has arranged with the railroad for a switch and will start work at once on the erection of the elvtr. for which it let contract to the Younglove Construction Co.

## KANSAS

Axtell, Kan.—The Farmers Union has bot the elvtr. of I. W. Kerr.

Faulkner, Kan.—A. L. Schertzer is now agt. of the Rea-Patterson Mfg. Co.—G.

Kiowa, Kan.—We have bot an elvtr. here and will take charge June 1.—Mills Bros.

Edmond, Kan.—I am now agt. of the Baker Crowell Grain Co.—E. Greenstreet.

Saxman, Kan.—The Leonard Grain & Electric Co. has installed an electric light plant.

Inman, Kan.—The erection of an elvtr. is contemplated by the Ball Mfg. Co., of Hutchinson.

Medora, Kan.—I may install electric power in my elvtr.—M. A. Bennett, mgr. Medora Elvtr.

Zyba, Kan.—W. H. Roll has let contract for a 10,000-bu. elvtr. to the Western Construction Co.

Oxford, Kan.—John Alexander has discontinued the grain business here.—Oxford Mill & Elvtr. Co.

Belleplaine, Kan.—An elvtr. is in course of construction at this point.—Oxford Mill & Elvtr. Co., Oxford.

St. John, Kan.—Andrew Smith has been appointed mgr. of the St. John Mills Co., succeeding A. R. Hacker.

Norcatour, Kan.—I am mgr. of the Farmers Business Ass'n which operates an elvtr. here.—G. H. Eckhart.

Belpre, Kan.—I have accepted the position as mgr. of the Belpre Co-operative Equity Union.—Tom Brown.

Silver Lake, Kan.—Geo. B. Harper is burning kerosene instead of gasoline in his Fairbanks-Morse Engine.

Cherryvale, Kan.—The Sauer Mfg. Co. is installing an 8-bu. Richardson Receiving Scale, type registering beam.

Quinter, Kan.—Farmers Elvtr. Co., incorporated; capital stock, \$10,000; incorporators, Chas. M. Kain and others.

Osborne, Kan.—The Farmers Union Co. is building a 2-story tile office building here.—Geo. Hibbs, of Solomon Valley Mfg. Co.

Medina, Kan.—We are enlarging our elvtr. by adding 2 bins over the driveway.—R. A. Yost, of Farmers Elvtr. Co., Perry.

Geneseo, Kan.—The Geneseo Grain Co. is installing 3 Richardson Scales in its country elvtrs., of the type registering beam model.

Garden City, Kan.—The Ball Mfg. Co., of Hutchinson, is considering the purchase of the elvtr. of the Garden City Equity Exchange.

Zook sta. (no p. o.), Kan.—Work is progressing on the 10,000-bu. elvtr. of the Southwest Grain Co. for which it recently let contract.

Salina, Kan.—We have discontinued our office at this place.—Homer L. Strong, business mgr. B. Strong Grain & Coal Co., Wichita.

Zenith, Kan.—The elvtr. of the Sylvia Mfg. Co. has been sold to a farmers elvtr. company. This will give this station 2 farmers' elvtrs.

Milan, Kan.—We have leased the Robertson Elvtr. and will take possession May 15.—J. T. Stout, mgr. Deer Creek Elvtr. Co., Blackwell, Okla.

Hutchinson, Kan.—A membership in the Board of Trade sold recently for \$1,500. The price was \$25 when the exchange was organized 3 years ago.

Kingman, Kan.—The Ball Mfg. Co., of Hutchinson, will not buy the elvtr. of the Kingman Ice & Creamery Co. on which it had a 30-day option.

Homer sta. (Russell p. o.), Kan.—The Farmers Co-operative Mercantile Co., of Russell, has bot the elvtr. of the Shellabarger Mill & Elvtr. Co.

Maxville, Kan.—Contract has been let by the Farmers Co-operative Ass'n for a 30,000-bu. up-to-date iron clad elvtr. to the Western Construction Co.

Atchison, Kan.—Arthur Cain will be mgr. of the elvtr. and mill of the Cain Mfg. Co., succeeding D. M. Cain, who will retire from active business.

Geneseo, Kan.—I am in charge of the recently acquired elvtrs. of the Stevens-Scott Grain Co. here and at Crawford sta. (Geneseo p. o.).—Roy E. Smith.

Cimarron, Kan.—C. C. Isely, a grain dealer of this city, is a candidate for district delegate from this district to the National Progressive Convention.

Westfall sta. (Beverly p. o.), Kan.—Our elvtr., which has been under construction for some time, is now completed.—A. E. Harmon, mgr. Farmers Elvtr. Co.

Girard, Kan.—I have installed a large grain cleaner and have given my elvtr. a general overhauling, making some important changes.—W. M. Reckewey.

Albert, Kan.—The Farmers Elvtr. Co. has bot the elvtr. of Fred Haas and will operate it in connection with the elvtr. it took over from Harry Arnold last winter.

Arkansas City, Kan.—Henry H. Hill, sec'y-treas. and actively associated with the management of the Arkansas City Mfg. Co., operating a line of elvtrs., died May 15.

Woodston, Kan.—We are now figuring on the construction of a tile or concrete elvtr. but have not decided what we will build.—Geo. Hibbs, of Solomon Valley Mfg. Co., Osborne.

Grove sta. (Delia p. o.), Kan.—Bigham Uhl is building a 16,000-bu. elvtr. at this station, which is 6 miles north of Silver Lake. It will be completed July 1 at a cost of \$6,000. This is the first elvtr. to be erected here.



Coffeyville, Kan.—A. T. Ragon will have charge of our wheat dept., succeeding L. J. Morgan, who has recently resigned his position with us.—E. S. Rea, of Rea-Patterson Mfg. Co.

Scottsville, Kan.—I intended to build an elvtr. but the railroad company refused to grant me a site for a 3rd elvtr. at this point, hence I had to abandon the idea.—F. M. McCauley.

Howell sta. (Dodge City p. o.), Kan.—The Southwest Grain Co. will enlarge its elvtr. to 6 bins and increase the capacity to about 90,000 bus. which is double the present capacity.—C. B. Allen, agt.

Great Bend, Kan.—Moses Bros. will have their new 250,000-bu. elvtr. ready to receive grain by June 15. It is 105 ft. high, 31 ft. wide, and 153 ft. long. The Macdonald Engineering Co. has the contract.

Utica, Kan.—The Stevens-Scott Grain Co. will probably do some repair work on its recently acquired elvtr. The Shellenberger Grain Co. will probably rebuild its elvtr. this spring.—M. Weatherford, agt. Stevens-Scott Grain Co.

Dent Spur (Holsington p. o.), Kan.—The Farmers Elvtr. Co. has been formed and will be incorporated with a capital stock of \$10,000. Henry Laudick is pres. and Star Leek, sec'y-treas., of the company, which will build an elvtr.

Spearville, Kan.—The Farmers Grain & Supply Co. will install an electric motor and build an addition to its coal bins. Wm. H. Weidower, formerly with the Grain Belt Elvtr. Co., will take charge of the farmers' elvtr. on June 1.—A. R. Upp.

Spearville, Kan.—C. C. Jennings has started the erection of an elvtr. on the Santa Fe. It will be built of concrete with steel reinforcing thruout and will be an up-to-date fireproof house, equipped with electric power. The house will be cylindrical and of nearly 20,000 bus. capacity. The Concrete Steel & Machinery Co. has the contract.

Redwing, Kan.—Contract has been let by the recently incorporated Farmers Elvtr. Co., for a 20,000-bu. all steel elvtr. on the Missouri Pacific, to the White Star Co. Work will be started at once on the house, which will be up-to-date in every respect and will be of the Perfection Metal Tank construction. Andrew Gerstenkorn is pres. and P. J. Meyers, sec'y of the company.

Lawrence, Kan.—We have broken ground for our new concrete elvtr., which will have 350,000 bus. storage capacity and 4,000 bus. per hour elevating capacity. Three legs will be installed. The house will consist of 12 concrete storage bins.—Bowersock Mfg. & Elvtr. Co. The plans were drawn by the company and the work is being done by local people under the company's supervision.

Ford, Kan.—The Ford Grain Co., in which E. C. Beauchamp was reported to have bot an interest, has no facilities for handling grain. Mr. Beauchamp was formerly buyer for the Kansas Flour Mills Co., and when it sold its elvtr. to the farmers, he secured a position as mgr., but later was let out, and is now doing a track business.—E. J. Smiley, sec'y-treas. Kansas Grain Dealers Ass'n.

## HUTCHINSON LETTER.

The L. H. Pettit Grain Co. has purchased 2 Richardson Type Registering Scales for the elvtr. to be constructed soon.

We have taken over the business of the Central Grain Co., effective May 13, that company going out of business entirely.—Equity Commission Co.

The Ball Mfg. Co. will build a 3-story warehouse on the Missouri Pacific. The company contemplates the erection of a large terminal elvtr. It is now building a chain of elvtrs. on the co-operative plan, thru the country tributary to Hutchinson. Elvtrs. are now under construction or under contract at Inman, Preston, Alexander, McCracken, Coldwater, Protection and other points.

It is rumored here that Gus Oswald, who operates a line of elvtrs. will open an office here beginning June 1. He will handle cash grain and consignments.

## WICHITA LETTER.

The Price Grain & Commission Co. has engaged in the grain business with offices in the Sedgwick Block. W. F. Price, formerly with the Wagner Grain Co., is head of the firm.

J. H. Shearhod, who recently bot a membership in the Board of Trade, on July 1 will engage in the grain business, under the name of the J. H. Shearhod Grain Co., with offices in the Sedgwick Bldg.

The Wichita Terminal Elvtr. Co. has been organized, with a capital of \$250,000, for the purpose of building a terminal elvtr. We have bot 17 acres for grounds with railroad facilities, or with joint tracks with the Santa Fe, Rock Island, Mo. Pac. and the Frisco. The plans are being drawn by the John S. Metcalf Co. and will be ready for bids about June 10.—H. Lassen, pres.

## KENTUCKY

Owensboro, Ky.—We will rebuild at once with concrete and steel, our elvtr. and seed warehouse, which burned Apr. 30. Loss on the building, \$12,000; insurance, \$5,000; loss on grain, \$25,000; insurance, \$19,000.—Rapier Grain & Seed Co.

Louisville, Ky.—Work has been started on the new 250,000-bu. elvtr. for W. A. Thomson & Co., who will operate it under the name of the Southern Elvtr. Co. Contract for the structure, which will cost more than \$100,000, has been let to Janse Bros., Boomer, Crain & Howe.

Franklin, Ky.—The Franklin Elvtr. & Warehouse Co., incorporated; capital stock, \$27,000; incorporators, Frank Dittbenner, pres., M. S. Wile, sec'y, and others. Work has been started on a 300,000-bu. reinforced concrete and steel elvtr. and warehouse for which the company let contract to the Burrell Engineering & Construction Co. The majority of the stock is owned by individual members of our company.—Gallatin Mfg. Co., Gallatin, Tenn.

## LOUISIANA

New Orleans, La.—Paul Kalman, with A. F. Leonhardt & Co., was married May 20 to Miss Bulger, also with this company. They have gone to Havana on their honeymoon.

New Orleans, La.—Service in the new publicly owned grain elvtr. was arranged for by the Louisiana Ry. & Navigation Co. at a recent meeting with the Board of Trade, Dock Board and grain dealers. General matters regarding the handling of grain at the elvtr. were discussed and adjusted. The railway company agreed to make delivery to the elvtr. and absorb the Public Belt switching charge.

## MARYLAND

### BALTIMORE LETTER.

Geo. R. Sinnickson, supt. of the Pennsylvania Railroad Co., has applied for membership in the Chamber of Commerce.

Grain dealers of this city will immediately take up, with the Public Service Commission, the question of having the Baltimore & Ohio, the Pennsylvania and the Western Maryland Railroads, remove promptly the nearby grain which is brot here in vessels into the elvtrs.

An agreement has been entered into by grain exporters here and elvtr. companies, whereby the elvtr. companies will provide tents which will be raised over the holds of the steamers and the discharging legs of the elvtrs. when the vessel is loading during inclement weather. The cost of the tents will be borne by the steamship companies and the grain exporter loading the ship.

## MICHIGAN

Whitehall, Mich.—Reed Bros. lost their elvtr., mill and warehouse May 3 by fire of incendiary origin. The plant will be rebuilt.

Lake City, Mich.—The McBain Grain Co. of McBain, will build an elvtr. here and Fred Rose will repair his house.—A. G. Schepers, agt. McBain Grain Co., Falmouth.

Bellevue, Mich.—The Bellevue Cooperative Elvtr. & Warehouse Co., incorporated; capital stock, \$20,000; incorporators, Wm. A. Young, J. E. Watkinshaw and F. E. Andrews.

Morenci, Mich.—Bert Beal, 40 years of age, was accidentally killed May 10 at the roller mills, owned by Kellogg & Buck, when he was caught in a belt. Both legs and one arm were torn from his body. He was alone at the time.

Bancroft, Mich.—C. E. Hankins has renewed the lease on the elvtr. which he has been operating for a year. The elvtr. will be remodeled and a large annex will be added to the bean picking rooms. Work will start about July 1.

Detroit, Mich.—Members of the Board of Trade have decided to improve the weighing dept. and will adopt a better system of checking defective and leaky cars. When this is done it will assure the trade correct weights.—Wm. Recker, chief inspector.

Detroit, Mich.—The Detroit R. R. Elvtr. Co. is now installing a conveyor, the full length of the elvtr., for transferring grain. Plans are being made to give the Union Depot Elvtr. a general overhauling, possibly in June. This work will take about 6 weeks.—Wm. Recker, chief inspector.

Richmond, Mich.—The Lenox Elvtr. Co. has been organized to take over part of the plant of the defunct Richmond Elvtr. Co. This company is in no way connected with the Farmers Elvtr. Co., which purchased a part of the company's plant last winter at this place and Columbus. The Farmers Elvtr. Co. has been in business for 17 years.—E. H. Rowley, mgr.

Ludington, Mich.—The task of straightening up the large Pere Marquette Elvtr. and setting it on a foundation of 40 concrete piers, which was started last December, will be finished in about a month. It was discovered last fall that the elvtr., containing 60,000 bus. of grain, had listed 6 inches. The building is now within three-fourths of an inch of being straight.

Richmond, Mich.—A hearing was held May 10 in the matter of Bert C. Preston, trustee for the defunct Richmond Elvtr. Co., against which there is said to be approximately 40 claims pending. Two claims were ordered paid in full. One was that of Chas. Evans for \$800, and the other was presented by S. W. Van Leuvan for the same amount. Evans and Van Leuvan had grain stored with the elvtr. company a year ago last February, when the company went into bankruptcy.

## MINNESOTA

Hills, Minn.—I have bot an elvtr. at this place.—Otto Nelson.

Biscay, Minn.—Will Block is the new mgr. of the Farmers Elvtr. Co.

Carver, Minn.—Farmers are trying to secure a site for their proposed elvtr.

Norwood, Minn.—The Security Elvtr. Co. contemplates the erection of an elvtr.

Hills, Minn.—The elvtr. of the Benson Grain Co. has been sold.—L. O. Bjorlie, agt.

Kennedy, Minn.—The Farmers Elvtr. Co. is negotiating for the purchase of the elvtr. of the Imperial Elvtr. Co.

Hector, Minn.—Val E. Meyer, of Edgeley, N. D., has succeeded Harry Munson as mgr. of the Farmers Grain Exchange.

Argyle, Minn.—Thos. Chandler, of Adams, N. D., has taken possession of the elvtr. he recently purchased from F. J. Shreck.



Browntown, Minn.—F. W. Albrecht, of Penn., is pres. and A. S. Holmes, of Round Grove, sec'y of the recently organized Farmers Elvtr. Co.

Twin Valley, Minn.—We will install an electric motor for power. C. E. Petterson will put in a new scale.—O. A. Norby, agt. Monarch Elvtr. Co.

Rolling Stone, Minn.—The Western Elvtr. & Grain Co. operates a 25,000-bu. elvtr. here. The report that J. H. Hans was building an elvtr. is incorrect.—X.

Maple Plain, Minn.—I have sold my grain business to A. J. Bjuström, who took possession May 1. He will conduct the business on his own account.—Sigfrid Anderson.

Cold Springs (Minneapolis p. o.), Minn.—The mill and elvtr., owned by Phil H. Krag and operated under the name of the Farmers Mlg. Co., burned May 9. Loss, \$75,000. The plant will be rebuilt.

Elmore, Minn.—J. B. Nimerfro has resigned as mgr. of the Blue Earth City Mlg. Co.'s elvtr. at Blue Earth and purchased an interest in the elvtrs. of the St. John Grain Co. here and at Ledyard, Ia.

Pipestone, Minn.—Demaray & Munce will erect a large warehouse for storing flour, feed and seed, at their elvtr. It will be built of cement blocks and will have a galvanized iron roof.—I. L. Demaray.

Kragnes, Minn.—John Ness, former mgr. of the Kragnes Elvtr., has been arrested, charged with grand larceny. Ness is charged with issuing false grain tickets during the time he was mgr. of the elvtr., for the purpose of obtaining money that did not belong to him. The prosecution is now being pushed by a bonding company. The company notified him several times that he would have to make good the shortage of from \$2,000 to \$3,000 in his accounts, but he took no action in the matter, declaring that the elvtr. accounts were in good condition during his management.

#### DULUTH LETTER.

The Capitol Elvtr. Co. has increased its capital stock to \$1,000,000.

R. J. Haley, with F. M. Davies & Co., of Minneapolis, and Alastair Guthrie, who will be associated with C. C. Wyman & Co., have been admitted to membership in the Board of Trade.

The Carpenter-Meining Co. has been organized to engage in the grain and feed brokerage business. H. C. Meining, formerly sales mgr. of the United Flour Mills Co. of Minneapolis, will be mgr.

E. J. Bawlf & Co. of Winnipeg, Man., brought suit against John and George Barton to recover \$3,855 for failure to deliver grain. The plaintiffs claimed that an agreement existed whereby the defendants were to deliver 8,000 bus. of wheat at 88½¢ per bu., and 6,000 bus. of oats at 36½¢ in October, 1915. The grain was not delivered in October. Two extensions in time of a month each were granted, but the defendants never delivered the grain, it was claimed. The jury gave judgment for \$1.

#### MINNEAPOLIS LETTER.

O. T. Newhouse has retired from the Benson-Newhouse-Stabeck Co. to enter the Woodward Grain Co.

Extensive alterations are being made in the Interstate Terminal Elvtr. T. E. Iberson is doing the work.

C. A. Brown was chosen by the board of directors of the Chamber of Commerce to fill the vacancy caused by the death of J. S. Matthewson.

L. D. McLean has applied for a traveling representative's license to represent the Banner Grain Co. and Robt. T. Hannah has applied for one to represent the McCarthy Bros. Co.

The Brooks Elvtr. Co. has purchased the stock of malt in the plant of the Rice Malting Co., at St. Boniface, Man., which burned recently. The malt will be shipped here and handled for the insurance companies.

The Minneapolis Grain Solicitors Ass'n has elected Frank Kelly, pres., Henry Nicolai, vice-pres., and R. L. Remund sec'y-treas. for the coming year. The ass'n is composed of about 45 members and the membership will be increased to about 75 later.

Fred H. Schmitt has been admitted to membership in the Chamber of Commerce on transfer from T. H. Kerwin. The following memberships have been posted for transfer: Arthur Midwood to H. E. Hughes, A. M. Sheldon to Spaulding Howe, H. O. Mott to Ethan Chandler, D. Engstrom to Minor G. Gold, Frank C. Snyder to John I. McFarland, of the Alberta Pacific Grain Co., Ltd., Calgary.

Washburn, Crosby & Co. have let contract to James Stewart & Co., for a 2,000,000-bu. reinforced concrete elvtr. The storage part will be made up of 48 reinforced concrete tanks, 23 ft. 6 in. in diameter, by 120 ft. deep. A novel feature of the receiving shed is that the hoppers of the scales are under the receiving sinks. The beams are above the receiving tracks, so that a full carload of grain can be weighed without re-elevation. It will be dropped from the receiving sink under each of the 4 tracks into the hopper of one of the 4 receiving scales. From the scale hoppers, grain can be carried by belt immediately to the mill or direct to the boots of the 3 large receiving legs in the working house of the elvtr.

#### MISSOURI

Archie, Mo.—We are remodeling one of our feed warehouses.—A. A. Marshall & Son.

Clarksburg, Mo.—A. C. Youtz has built a new elvtr. and bot the Simpson Elvtr. here.

Cairo, Mo.—J. L. Polson & Son are rebuilding their elvtr., which burned recently.

Campbell, Mo.—B. F. Elcholtz and P. H. Barbee have succeeded the Morgan Grain & Feed Co.

Butler, Mo.—W. W. Cannon, prop. of an elvtr., has bot the flour mill of Power Bros. for \$50,000.

Silex, Mo.—Contract for an elvtr. has been let by the Farmers Elvtr. Co. to the Younglove Construction Co.

Mayview sta (Jewell p. o.), Mo.—Farmers are considering the purchase of an elvtr. and also the operation of a flour mill.

St. Peters, Mo.—E. Marheineke is now mgr. and Louis Schappue, ass't mgr., of the recently acquired elvtr. of the Farmers Elvtr. Co.

Sedalia, Mo.—We are installing a Diamond Chop Mill and new elvtr. legs in our warehouse. J. A. H. Whaley has the contract.—J. G. Jolly, mgr. Sedalia Trading Co.

Neosho, Mo.—The Thurman-Davis Grain Co. and the Ozark Feed Co. have consolidated and R. E. Linney will now manage the mixed feed dept. of the Thurman-Davis Grain Co.

Westboro, Mo.—Chas. Banks is pres. and Jas. A. Kime is mgr. of the recently acquired 10,000-bu. elvtr. of the Farmers Elvtr. Co., which is located on the C. B. & Q. R. R.—X.

Clinton, Mo.—Contract for a 20,000-bu. concrete elvtr. has been let by the Kracke Mlg. Co. to the Concrete Steel & Machinery Co. This elvtr. will replace the house which burned some time ago.

St. Joseph, Mo.—Fire started by lightning on May 12, destroyed a frame warehouse of the J. L. Frederick Grain Co., valued at \$2,500, and \$8,000 worth of grain, which was stored in it. The loss is covered by insurance.

Marshall, Mo.—The property of the Mose H. Land Mlg. Co., operating a 100,000-bu. elvtr., was sold at trustee's sale to J. E. McAmis for \$17,200. The Farmers Bank, for which he was acting, will take possession soon.

Jefferson City, Mo.—J. A. Gunnell, sec'y of the Missouri Grain Dealers Ass'n, filed an application May 10 with the state public service commission which contemplates a full inquiry into grain rates charged by the Missouri Pacific, Rock Island, M. K. & T., and the Frisco Railroads. He alleges these roads are charging more for shipping grain east of Sedalia, Clinton, Pleasant Hill, Harrisonville, Buckner, Holden, Higginsville, Lexington and Warrensburg than they charge for shipments from the same points west. He asks an investigation and the establishment of more equitable rates. The request for a change in the shipping rates is opposed by the Southwest Missouri Millers Club which at its recent meeting here authorized the sec'y of the club to notify Mr. Gunnell that the rates were satisfactory.

#### KANSAS CITY LETTER.

Ten additional storage bins will be erected by the Southwestern Mlg. Co. at its plant at Kansas City, Kan. Contract has been let for the 700,000-bu. annex which will be completed this fall.

Maurice W. S. Nicholson, aged 38 years, vice-pres. of the W. S. Nicholson Grain Co., died May 20, following an operation for appendicitis. He had been a member of the Board of Trade for 15 years.

A. F. Nelson has been employed by the transportation dept. of the Commercial Club, which is supported in part by the Board of Trade, to handle cases involving grain and grain products rates, regulations, etc.

H. J. Puckett, with a grain commission firm here for 8 years, has organized the H. J. Puckett Grain Co., with offices in the Postal Bldg. The company will make a specialty of shipping oats, millfeed and molasses feed products.

A membership in the Board of Trade has been purchased for \$7,500, including the transfer fee, which is \$1,000 higher than the last previous sale. This membership was bot by Joseph S. Geisel, of the Valier & Spies Mlg. Co., St. Louis.

The Brodnax-McLiney Grain Co. has succeeded Brodnax & McLiney. The new company has been incorporated, with a capital stock of \$50,000, with T. J. Brodnax, pres., J. A. McLiney, vice-pres., and T. F. McLiney, sec'y-treas., as incorporators.

R. R. De Armond, of the Russell Grain Co., has applied for membership in the Board of Trade on transfer of the membership of the estate of E. B. Russell. He will assist James N. Russell, pres. of the Russell Grain Co., in looking after the grain consignment dept.

Contract for additional space for the 2,330,000-bu. Missouri-Kansas Elvtr. in the East Bottoms, has been let and work has been started. It calls for 39 concrete bins to hold 1,000,000 bus. of wheat and will be completed Sept. 1. This elvtr. is controlled by the Missouri Pacific Ry. Co.

The Ernst-Davis Commission Co. was incorporated May 1 with practically the same stockholders as the Ernst-Davis Grain Co., which has been incorporated for about 15 years. The Ernst-Davis Grain Co. will handle all the future business and the Ernst-Davis Commission Co. will handle the cash grain business. I am pres. of both concerns.—G. H. Davis.

#### ST. LOUIS LETTER.

Geo. L. Heironymus, of the Winchester Mlg. Co., Winchester, Ill., has been admitted to membership in the Merchants Exchange.

The St. Louis Elvtr. & Grain Co. is the name under which the Mississippi Valley Elvtr. & Grain Co. has renewed its lease on its elvtr. and other buildings. A portion of the roof of the elvtr. was blown off in a windstorm on May 13. This sounded a still fire alarm and turned on the sprinkler system, which flooded several thousand bus. of grain, owned by the Schreiner Grain Co., causing a heavy loss.



In the month of April there were 2,594 cars of grain unloaded under our supervision, of which 43 were leaking at grain door, 19 over grain door, 256 leaking at box and 7 leaking at end window.—John Dower, supervisor, dept. of weights, Merchants Exchange.

Pres. Jacob Schreiner, of the Merchants Exchange, has appointed a com'te, comprising E. C. Andrews, John O. Ballard, Marshall Hall, Roger P. Annan, Jr., and Mr. Schreiner, to confer with a special com'te of the Business Men's League, regarding plans for uniting these organizations.

At a special election on May 25, members of the Merchants Exchange will vote to change the rules to make the minimum rate of commission on the sale or purchase of wheat \$7 per car instead of \$5, the present rate; also for a minimum rate of \$5 per car on sales and purchases of bulk oats, against the present flat rate of %c per bu. The following paragraph also will be voted upon: "On all shipments of incoming grain, hay, seeds or grain products, against which money has been advanced by a member of the Merchants Exchange, in the event said member is instructed to turn over said grain, seeds or grain products to another party, or to divert the shipment to some other point, the said member shall charge to the party to whom the advance is made, as a remuneration for the service performed, 1/2c per bu. for wheat, corn, oats, rye, barley and all other grains, together with interest on money advanced at the rate of not less than 6% per annum from date of said advance until reimbursement."

## MONTANA

Geyser, Mont.—Farmers are organizing an elvtr. company.

Perma, Mont.—The Dwight Mercantile Co. operates the only elvtr. here.—X.

Winifred, Mont.—The Farmers Equity Society will soon let contract for an elvtr.

Galata, Mont.—The International Elvtr. Co. has let contract for an elvtr. to T. J. Sollom.

Kidd sta. (Dell p. o.), Mont.—Henry Thompson will build a 20,000-bu. elvtr. this season.—Fred Ackermann, Dillon.

Devon, Mont.—A 10,000-bu. addition is being built to the 25,000-bu. elvtr. of the St. Anthony & Dakota Elvtr. Co.

Kremlin, Mont.—The St. Anthony & Dakota Elvtr. Co. is tearing down its old elvtr. and will rebuild and enlarge it at once.

Ulm, Mont.—Contract for a 30,000-bu. elvtr. has been let by the Farmers Elvtr. Co. to the H. C. Thompson Contracting Co.

Ismay, Mont.—J. H. Westcott is mgr. of the Farmers Elvtr. Co., effective May 1, and will at once put it in first class repair.—W.

Toston, Mont.—The Toston Realty & Sales Co. has bot the elvtrs. of the Broadwater Elvtr. Co. here and at Townsend.—R. M. O'Hearn, pres.

Agawam, Mont.—Equity Co-operative Ass'n incorporated; capital stock \$20,000; incorporators, G. D. Porter and others. An elvtr. will be erected.

Billings, Mont.—J. W. Clark has been elected pres. of the recently incorporated Farmers Elvtr. Co. and Mr. Holverson will have charge of the grain handled by the company.

Hobson, Mont.—Work has been started on the foundation for the new elvtr. which the Farmers Mill & Elvtr. Co. will build to replace the one that was burned last February. The new elvtr. will be considerably larger than the old house.

Helena, Mont.—The practice of storing grain free has cost many elvtr. companies 6c a bu. this year, according to M. W. Thatcher. He says they get more grain than they can handle, sell it, and then to protect themselves, hedge on futures. He advocates a law making it compulsory for elvtr. companies to charge for the storage of grain.

Billings, Mont.—The Occident Elvtr. Co. will build 14 new elvtrs. in Montana this season. Seven will be erected as soon as sites are secured. Contract for one at Yegen sta. (Billings p. o.) has already been let. The company, which is a subsidiary of the Russell-Miller Mlg. Co., now operates 26 elvtrs. in Montana and 114 houses in North Dakota.

Yegen siding (Billings p. o.), Mont.—The Occident Elvtr. Co., of Minneapolis, Minn., has let contract for an elvtr. and work will be started at once. The structure will be 32x44 ft., with a 46-ft. cribbing and will be equipped with Fairbanks Machinery. Monitor Cleaning Machinery will be installed. Coal sheds and a flour and feed warehouse will be constructed, and 2 living rooms will be built adjoining the offices. The plant will cost \$7,200.

Billings, Mont.—The Northwestern Grain Dealers Ass'n, with headquarters at Great Falls, has made a complaint to the state railroad commission alleging that the rates charged on intrastate shipments by the C. B. & Q., Milwaukee, Great Northern, Northern Pacific and Oregon Short Line are unjust and discriminatory on shipments of grain, feed, flour and other articles which it handles. It is asked that the Montana commission establish the rates in Montana which are charged in North Dakota.

## NEBRASKA

Barneston, Neb.—The Farmers Elvtr. Co. is building a new office.

Dale sta. (Washington p. o.), Neb.—Farmers contemplate building an elvtr.

Albion, Neb.—The Albion Elvtr. Co. is having its elvtr. reshingled and resided.

Gordon, Neb.—Work has been started on the new elvtr. for the Farmers Elvtr. Co.

Stoddard, Neb.—Davey Bros. have sold their elvtr. to a business man of Rose-land.

Ulysses, Neb.—George Dobson has let contract for an up-to-date elvtr. to G. H. Birchard.

Nebraska City, Neb.—The Duff Grain Co. will erect a new elvtr. on the site of the old house.

Brule, Neb.—W. Nye will act as grain buyer for the Trans-Mississippi Grain Co. temporarily.

Garrison, Neb.—J. M. Rutt, of Green River, Utah, is now mgr. of the Farmers Elvtr. Co. here.

Dorchester, Neb.—E. M. Olds, of Wilber, will be mgr. of the Farmers Elvtr. Co. after June 1.

Bloomington, Neb.—D. F. Walrath has succeeded Wm. M. Dunn, who resigned as agt. for E. Stockham.

Touhy, Neb.—The recently organized Farmers Grain Co. has bot the elvtr. of the Omaha Elvtr. Co.

Belgrade, Neb.—The Haas & Hord Cattle Co. will install a Hall Signaling Grain Distributor in its elvtr.

Elgin, Neb.—The Gordon Grain & Produce Co. has secured a site for an elvtr. on the Northwestern R. R.

Harbine, Neb.—Otto Schmulle is mgr. of the recently acquired elvtr. of the Farmers Equity Exchange.

Wilber, Neb.—W. D. Russell, of Lincoln, will succeed E. M. Olds on June 1 as mgr. of the Farmers Elvtr. Co.

Republican City, Neb.—We will rebuild at once our elvtr., which burned May 15.—Republican City Equity Exchange.

Belden, Neb.—Wm. Reising, formerly agt. of the Atlas Elvtr. Co. at Dixon, will take charge of the company's elvtr. here.

Lynch, Neb.—Edgar Carter, agt. of the Nye Schneider Fowler Co., was married this month to Miss Nettie Hover.

Mapps sta. (York p. o.), Neb.—The Mapps Farmers Grain Co. will be incorporated with W. W. Walkup, E. J. Lloyd and others as incorporators. The company will either buy or build an elvtr.

Holdrege, Neb.—We have purchased the elvtr. of the Farmers Elvtr. Co.—A. C. Johnson, mgr. Holdrege Equity Exchange.

Glenvil, Neb.—The Shannon Grain Co. of Kansas City, Mo., has let contract for the erection of an elvtr. to Geo. H. Birchard.

Ulysses, Neb.—The bankruptcy case of Jesse A. Smith and the Ulysses Grain Co. has been referred to the special master in chancery.

Cheney, Neb.—Work is progressing on the 20,000-bu. iron clad cribbed elvtr. for which T. C. Walton let contract to G. H. Birchard.

Thayer, Neb.—Melvin Koons, of Council Bluffs, Ia., will succeed H. B. Fitzpatrick, in the near future, as mgr. of the Farmers Grain Ass'n.

Tekamah, Neb.—Henry Roberts, prop. of a line of elvtrs., was found dead in his bed May 9. His death was due to internal hemorrhage.

Grand Island, Neb.—The Henry Glade Mlg. Co. will build 25,000 bus. additional steel grain storage and will add new machinery in its mill.

Nickerson, Neb.—We are planning to overhaul our elvtr. soon in preparation for harvest.—L. C. Jones, mgr. Farmers Union Co-operative Ass'n.

Paul, Neb.—Farmers Union Ass'n incorporated; capital stock, \$50,000; incorporators, Jay Lathrop, pres., R. H. Venne-mann, sec'y, and others.

Bertrand, Neb.—The recently organized Farmers Elvtr. Co. contemplates the purchase of the elvtr. of C. B. Seldomridge or the W. M. Bruce Elvtr.

Syracuse, Neb.—I have resigned as agt. of the Duff Grain Co. here and will be with the Central Granaries Co. at another point after June 1.—F. W. Hoobler.

Raymond, Neb.—We will probably improve our newly acquired elvtr. by installing a hopper scale later.—J. Rex. Wilson, sec'y Raymond Co-operative Grain Co.

Cordova, Neb.—Geo. Jensen is pres. and I am sec'y of the newly organized Farmers Elvtr. Co. which has bargained for a 25,000-bu. elvtr. here.—H. Mortensen.

McCool Junction, Neb.—The Farmers Union Ass'n has been organized with E. M. Forbes as pres. and J. E. Finney, sec'y. The company will buy or build an elvtr.

Ruby sta. (Milford p. o.), Neb.—The recently organized Farmers Elvtr. Co., incorporated; capital stock, \$25,000; incorporators, S. J. Fuller, W. H. Ahlschwede and others.

Dorchester, Neb.—W. J. Reid has bot the interests of Henry Nelson, pres., and George Armstrong, treas., in the Dorchester Grain & Lumber Co. No change will be made in the management.

Muriel sta. (Glenvil p. o.), Neb.—The stockholders of the Stromer Grain & Supply Co. met May 18 to consider the proposition of selling the elvtr. to the Farmers Grain & Supply Co., of Hastings.

McLean, Neb.—Schroeder & Frost have leased the elvtr. of the Fields & Slaughter Co., taking possession July 1. Mr. Schroeder was formerly agt. for the company and Mr. Frost has been agt. for the Atlas Elvtr. Co. here for 16 years.—F.

Shelton, Neb.—The elvtr. of the Omaha Elvtr. Co. has been purchased by H. Hansen, H. H. Steadman and V. L. Johnson of Denman, who will operate here under the name of the Denman Grain Co. of Shelton.—Wade Morrison, mgr. Denman Grain & Lumber Co., Denman.

Denman, Neb.—The report that the elvtr. here had been purchased by H. Hansen, H. H. Steadman and V. L. Johnson is incorrect. They purchased the elvtr. at Shelton from the Omaha Elvtr. Co. and operate it under the name of the Denman Grain Co. of Shelton. These 3 men are also stockholders in the Denman Grain & Lumber Co. at this place.—Wade Morrison, mgr.



## OMAHA LETTER.

W. B. Weekes, pres. of the Weekes Grain Co., recently underwent an operation for appendicitis.

A membership in the Grain Exchange sold this month for \$2,100, the par value of which was \$1,000. This is the highest price ever paid for a membership in this exchange.

We have opened an office at 836-837 Grain Exchange Bldg. and will conduct a general grain business with Frank J. O'Donnell in charge.—O'Donnell Grain Co., Denver, Colo.

The Vanderslice-Lynds Co., of Kansas City, Mo., will open a cash grain office about June 1 with W. B. Young in charge. The company has been admitted to membership in the Grain Exchange.

A book will be issued at an early date by the members of the Grain Exchange which will contain illustrations of the new Grain Exchange Bldg. and particulars regarding the merits of this market.

## NEW ENGLAND

Leverett, Mass.—C. H. Beaman has bot the grain business of B. A. Howard.

Boston, Mass.—Claude H. Tarbox, with Noyes & Colby for many years, and a member of the Chamber of Commerce, died May 14 at Byfield, Mass.

## NEW MEXICO

Tucumcari, N. M.—Chas. Light, of Liberal, Kan., contemplates the establishment of an elvtr. here.

Silver City, N. M.—A farmers elvtr. company is being organized by John Clark and others, to operate an elvtr. and mill.

Clovis, N. M.—Lester Stone, operating elvtrs. here and at Melrose, has formed a new company with headquarters at this place. The new company will be known as the Clovis Mill & Elvtr. Co., and in addition to doing a wholesale grain and feed business, will handle sugar, salt, flour, potatoes and coal. Lester Stone remains in active management of the business and I am mgr. of the branch at Melrose.—Robert Stone, Melrose.

## NEW YORK

Brooklyn, N. Y.—The Brooklyn Hay & Grain Co. has been dissolved and business discontinued.

North Hoosick, N. Y.—Burr Phillips is building a grain elvtr. and will conduct a grain business on a cash basis.

Randolph, N. Y.—Holdridge-Hopkins Mlg. Co. incorporated to handle grain, feed and seeds; capital stock, \$15,000; incorporators, C. B. Hopkins, L. E. Hopkins and E. D. Holdridge.

Knowesville, N. Y.—F. J. Pomeroy Storage & Elvtr. Co. incorporated to deal in farm products, fertilizers, etc.; capital stock, \$16,000; incorporators, F. C. Tillman, F. C. Humphrey and F. J. Pomeroy, of Medina.

## BUFFALO LETTER.

The addition to the Concrete Elvtr. will be finished and ready for operation by July 15. New trackage is being installed by the New York Central R. R. to increase facilities at the elvtr.

A petition in bankruptcy has been filed by Freda Wittlin, doing a grain, hay and feed business as Stein & Wittlin and feed manufacturing business as the Modern Cereal Co., with offices in the Chamber of Commerce Bldg. Liabilities, \$9,446; assets, \$175.

The Douglass Agency Corporation is a new grain forwarding company organized by Edwin T. Douglass, mgr. and director of the Eastern Grain, Mill & Elvtr. Co., who is pres., Nisbet Grammer, vice-pres., and Norman B. MacPherson, treas. It has been incorporated, with a capital stock of \$100,000, of which \$50,000 is paid up.

A new elevating ass'n, to be known as the Associated Elvtrs., has been organized by owners of 7 elvtrs. The purpose of the ass'n is to facilitate the handling of grain. It will pursue the same lines as the old Western Elevating Ass'n. C. H. Williamson was chosen traffic mgr.

The Burns Forwarding Corporation has been formed by Harry T. and Basil Burns, with a paid up capital of \$25,000, to act as shippers' agent in caring for grain shipped to Buffalo by lake for reshipment to seaboard or interior points. Offices have been opened in the Chamber of Commerce Bldg.

A concrete and steel movable marine tower will be constructed at the Connecting Terminal R. R. Elvtr., work on which will begin at once. The Monarch Engineering Co. has the contract for the work which will take about 30 days for completion. The tower will have an unloading capacity of 25,000 bus. per hour.

## NEW YORK LETTER.

Charles C. Bogart, grain and flour dealer, died recently, aged 72 years.

The Albers Bros. Mlg. Co., of Portland, Ore., has taken out a charter to do business in this state with Reed Jones, of Manhattan, as representative.

The annual election of the Produce Exchange will be held June 5. The following ticket has been prepared by the nominating com'te for officers: Pres., William H. Kemp; vice-pres., Richard A. Claybrook; treas., Edward R. Carhart; mgrs. for 2 years, Walter B. Pollock, A. Macley Fentz, Edward T. Cushing, Edward Flash, Jr., Wm. W. Starr, F. B. Cooper; and trustee of the gratuity fund for 3 years, Alfred Romer.

## NORTH DAKOTA

Langdon, N. D.—A. C. Wilson, of Graf-ton, has bot an elvtr. at this point.

Urbana, N. D.—Contract for an elvtr. has been let by the Farmers Equity Co.

Northwood, N. D.—The Farmers Equity Ass'n will build a large, up-to-date elvtr.

Brinsmade, N. D.—I have installed a new cleaner in my elvtr.—F. W. Bowman.

McVie, N. D.—The Equity Elvtr. Co. has been organized with a capital stock of \$20,000.

Adams, N. D.—The Minnekota Elvtr. Co. will improve its elvtr. T. E. Ibberson will do the work.

Robinson, N. D.—The Robinson Union Elvtr. Co. will build a warehouse in connection with its elvtr.

New England, N. D.—Al Anderson is my successor as agt. for the Empire Elvtr. Co.—C. B. Hanson, Astoria, S. D.

Kramer, N. D.—An elvtr. will be built by the Farmers Elvtr. Co. if crop prospects are good in July.—M. Teigen.

Marion, N. D.—Martin Kallander has succeeded S. E. Johnson, who resigned as mgr. of the Johnston Farms Elvtr. Co.

Jamestown, N. D.—We have moved our headquarters from Conway to this city.—E. Nelson, mgr. Lybeck Grain Co., Tuttle.

Flaxton, N. D.—Freitz Jensen, of Bowbells, has succeeded O. S. Hall, who resigned as agt. of the Occident Elvtr. Co.

Granville, N. D.—G. H. Canfield, formerly agt. of the Imperial Elvtr. Co., has secured a similar position at Glasgow, Mont.

Rohrville sta (Southam p. o.), N. D.—Arthur Smith has secured an elvtr. site on the Soo and will build a large, up-to-date elvtr.

Powell sta. (Ojata p. o.), N. D.—The newly organized Farmers Elvtr. Co. will build at once a 25,000-bu. elvtr. at a cost of about \$5,000.

Mohall, N. D.—W. E. Idler, agt. of the Winter-Truesdell-Ames Co., broke his arm when it caught in a sprocket wheel of the leg of the elvtr.

Underwood, N. D.—I have bot the elvtr. of the Atlantic Elvtr. Co. and will operate it as the C. E. Hedlund Independent Elvtr.—C. E. Hedlund.

Geneseo, N. D.—The Farmers Elvtr. Co. will build a 40,000-bu. up-to-date elvtr., work on which will probably be started the last of this month.

Merricourt, N. D.—We expect to build concrete approaches, install a manlift and paint our elvtr. this season.—W. E. Tibble, mgr. Merricourt Equity Exchange.

Binford, N. D.—The recently organized Farmers Elvtr. Co. is taking out articles of incorporation and has not decided whether it will buy or build an elvtr.—X.

Haynes, N. D.—Work has been started on the new elvtr. of the Farmers Equity Elvtr. Co. It will cost \$8,500 and will replace the house which burned last January.

Falsen, N. D.—The Equity Elvtr. & Trading Co. has let contract for an up-to-date elvtr. to T. E. Ibberson. It will have 12 bins and 2 legs. Work will be started at once.

Stanley, N. D.—The Farmers Elvtr. Co. contemplates making extensive repairs on its elvtr. I have resigned as mgr. and C. W. Larson, of Ypsilanti, is the new mgr.—H. L. Elliott.

Deisem, N. D.—The recently organized Farmers Equity Elvtr. & Trading Co. will buy the elvtr. of the Occident Elvtr. Co. L. R. Overlees is pres. and Ray Rodman, sec'y-treas., of the company.

Langdon, N. D.—The Langdon Elvtr. Co. is building a 50x80 ft. lumber shed and intends to handle lumber, lime, cement and building material in connection with its grain business.—J. J. Power, agt. Farmers Elvtr. Co.

Hillsboro, N. D.—Wm. Peterson, of Taft sta. (Hillsboro p. o.), will succeed P. E. Overland as mgr. of the Equity Elvtr. & Trading Co. and it is understood that Mr. Overland will go to Lisbon to succeed J. Crites as mgr. of the Farmers Elvtr. Co. there.

Mohall, N. D.—The Gunderson Elvtr. Co. has let contract for additions to its elvtr. and work will be commenced about June 1. A new elvtr. will be erected in addition to the present house and up-to-date cleaning and grinding machinery will be installed. The improvements represent an expenditure of about \$8,000.

Killdeer, N. D.—R. S. Davidson, formerly mgr. of the Russell-Miller Mlg. Co., at Dickson, who bot the elvtr. of the Olson-Werner Grain Co., will build a 50-bbl. mill in connection and will probably operate an electric light plant. Fred Spath, mgr. of this elvtr. for several months, will probably remain with the new owner.

Kathryn, N. D.—The Farmers Mutual Elvtr. Co. will build a concrete elvtr. with a mill in connection, work on which will be started the last of June. This will replace our elvtr., which burned Mar 29. We bot the small elvtr. of the Andrews Grain Co. to continue business until our new house is built.—E. Eggen, mgr. Farmers Mutual Elvtr. Co.

Jamestown, N. D.—The foundation for the new 40,000-bu. elvtr. of the Occident Elvtr. Co. has been completed and work is progressing on the framework. Much of the material from the old house, which has been torn down, is being used. A large iron bin has been placed in the elvtr. pit to protect the boots and elevating apparatus from damage by water, rats and other causes. Equipment for handling fuel in connection with the grain business will be provided. C. E. Bird & Co. have the contract.

## OHIO

Toledo, O.—I expect to retire from the grain business this year.—J. W. Long.

Greenville, O.—John Hiram Stubbs, who operated an elvtr. here for several years, died May 17.

London, O.—About 60 members of the Central Ohio Grain Dealers Ass'n held a banquet here recently.

Louisville, O.—W. G. Coates, of Washington, D. C., has bot the elvtr. of the Louisville Mlg. & Elvtr. Co.



Huntsville, O.—We are painting our elvtr. and changing the office and scales to facilitate the handling of grain.—I. C. Miller.

Whitehouse, O.—Whitehouse Grain & Supply Co., incorporated; capital stock, \$10,000; incorporators, G. H. Koehler and others.

Kenton, O.—Grain dealers of Hardin County on May 16 organized a society to affiliate with the Central Ohio Grain Dealers Ass'n.

Antwerp, O.—Extensive improvements are being made in the elvtr. of the Farmers Elvtr. Co., including a new boiler in the engine room.

Republic, O.—The Republic Mercantile & Elvtr. Co. incorporated to operate an elvtr.; capital stock, \$10,000; incorporators, J. O. Weiker and others.

Richwood, O.—The Richwood Grain Co., formerly operated an elvtr. under this name, but recently sold and incorporated under the state laws.—X.

Postoria, O.—The Townsend, Ward Grain Co., of Buffalo, N. Y., has let contract for a 200,000-bu. elvtr. to the Burrell Engineering & Construction Co.

Chickasaw, O.—The Chickasaw Mfg. Co. incorporated to handle grain and operate a mill; capital stock, \$25,000; incorporators, H. A. Schwieterman and others.

Middlebranch, O.—The Middlebranch Elvtr. & Supply Co. incorporated; capital stock, \$5,000; incorporators, G. G. Laiblin, D. L. Stonemetz and E. C. Wolf.

Mingo, O.—I will operate my recently acquired elvtr. in connection with my plants at Cable and Hagenbaugh Station, with headquarters at Cable.—O. M. Clark, Cable.

Greenspring, O.—The Greenspring Co-operative Co. has bot the elvtr. of F. N. Crockett, formerly owned by H. W. Robinson & Co., and has hired Elmer Parker as mgr.

Weston, O.—I will install one 2-h. p., two 5-h. p. and two 10-h. p. Fairbanks-Morse Electric Motors in my elvtr. to replace the steam power now in use.—John V. Dirk.

Coldwater, O.—The improvements in the elvtr. of the Coldwater Grain & Coal Co. have been completed and the house now has a capacity of 50,000 bus. G. W. Donahoo did the work.

Old Fort, O.—The Peoples Mercantile & Elvtr. Co. has bot the elvtr. of Titus & Watson for \$8,000 and will operate it in connection with its elvtr. built 2 years ago. Possession will be given July 1.

Fremont, O.—The Peoples Elvtr. & Supply Co. has let contract for its new 25,000-bu. frame elvtr. to L. C. Ewing & Son. Work will be started at once on the structure which will cost about \$10,000.

Madison Mills, O.—Our recently acquired elvtr. has a capacity of 12,000 bus. Geo. Weidinger and his son, Arthur, are members of our company, which has its headquarters at Mt. Sterling.—Weidinger Grain Co.

Ansonia, O.—Ansonia Grain Co. incorporated; capital stock, \$15,000; incorporators, J. W. Hufnagle, C. C. Corwin and others. The company has bot our elvtr. and will take possession June 1.—J. M. Pence, of J. M. Pence Grain Co.

Botkins, O.—Edward J. Shafer and J. C. Paul are settling up their business affairs. They formerly owned the elvtr. here, which they sold 2 years ago to the present Botkins Grain Co., which is in good financial standing, with plenty of capital to do business with. W. H. Persinger of Sidney, is pres.

Cleveland, O.—County commissioners will probably ask the Gates Elvtr. Co. to vacate the warehouse and property, which it sold to the county 2 years ago for \$107,500, and on which it has paid no rent since that time. The elvtr. company is expected to make the county an offer to lease the property.

## CINCINNATI LETTER.

The Gale Bros. Co. failed May 23 and a receiver will be appointed to take charge of the business.

Members of the Grain & Hay Exchange voted upon the new constitution and rules and regulations at the monthly dinner at the Sinton Hotel on May 16.

James Scrivner, 17 years of age, was injured May 17 when he saved Dan Rafferty, aged 32 years, who was caught in the shafts of the machinery at the elvtr. of the Early & Daniel Co. Both are tanners. Rafferty was bruised and Scrivner's legs were severely cut.

## OKLAHOMA

Bernice, Okla.—T. J. Lindsey will install a roller feed mill.

Grove, Okla.—Killem Bros. are installing a new 40 h.p. steam plant.

Longdale, Okla.—The Gabbert Grain Co. is building a new elvtr.—E.

Camargo, Okla.—The elvtr. of the Bouquot-Ludwick Co. burned recently.

Prague, Okla.—Work on the elvtr. of the Okemah Mill & Elvtr. Co. will start soon.

Lawton, Okla.—The Lawton Grain Co. has moved into new offices in the Koehler Bldg.

Carmen, Okla.—We have sold our elvtr. to the Farmers Elvtr. Co.—O. W. Reeg Grain Co.

Burlington, Okla.—The recently incorporated Burlington Grain Co. will build an elvtr.

Minco, Okla.—A farmers elvtr. company is being organized to build an elvtr. F. M. Mozer is interested.

Shattuck, Okla.—O. W. Hutchinson is installing 2 Richardson Scales of the type registering beam model.

Roosevelt, Okla.—The Alexander Grain Co. contemplates the erection of an elvtr. south of the Frisco depot.

Medford, Okla.—R. R. Thorp, of Hydro, has bot the elvtr., grain, feed and seed business of Falkenberg & Co.

Weatherford, Okla.—The Weatherford Grain Co. is installing a Richardson Type Registering Beam Wagon Scale.

Geary, Okla.—Zoeibsch Bros., of Hinton, have awarded the contract for the erection of an elvtr. here to the White Star Co.

Tyrone, Okla.—W. N. Stewart, of Hutchinson, Kan., has succeeded Fred Pope, who resigned as agt. of the Liberal Elvtr. Co.

Rosston, Okla.—The recently incorporated Farmers Elvtr. Co. has arranged for the erection of a 15,000-bu. fireproof elvtr.

Cherokee, Okla.—I have resigned as mgr. of the Farmers Federation and am now mgr. of the Alfalfa Meal & Mfg. Co.—F. A. Hague.

Blanchard, Okla.—The report that we would build an elvtr. here is incorrect.—Geo. Caldwell, sec'y Alex Mill & Elvtr. Co., Alex.

Okarche, Okla.—The Farmers Elvtr. Co. has practically completed its elvtr. which replaces the house destroyed by fire last December.

Chattanooga, Okla.—C. H. Black, who has been operating an elvtr. for the past year, has bot the interest of his partner, Jos. Black.

Gate, Okla.—Commerce Elvtr. Co. incorporated; capital stock, \$5,000; incorporators, B. F. Foulds, W. D. Foreman and J. C. Foulds.

Lahoma, Okla.—C. E. Ramsey, mgr. of the Lahoma Grain Co., will build a 9,000-bu. elvtr. and engage in business on his own account.

Gotebo, Okla.—The recently organized Gotebo Elvtr. Co. incorporated; capital stock, \$5,000; incorporators, C. M. Haxton, A. M. Bourne and J. H. Schmidt. The company will operate its recently acquired plant as an elvtr.

McCool sta. (Hydro p. o.), Okla.—We will build a new elvtr. at this place, starting work on it in about 30 days.—H. H. Dillon, Hydro.

Duncan sta. (Catale p. o.), Okla.—L. M. Kuykendall will start operating his new elvtr. about June 1 under the name of the Duncan Elvtr. Co.

Hydro, Okla.—M. C. McCafferty has bot the interests of R. R. Thorp in the elvtrs. at Bridgeport, Hydro and Covington. Mr. Thorp has purchased an elvtr. at Medford.

Blackwell, Okla.—We will overhaul our transfer elvtr. at this point and install a cyclone dust collector and 75-h. p. electric motors.—J. T. Stout, mgr. Deer Creek Elvtr. Co.

Helena, Okla.—We expect to buy or build an elvtr. on the Frisco. W. A. Glasgow is pres., A. R. Kealiher, sec'y, and Roy Wright, mgr. of our company.—Farmers Shipping Ass'n.

Nash, Okla.—The Farmers Elvtr. Co. has been organized by T. B. Nash, pres., P. M. Combs, sec'y and others. It will build an elvtr. and engage in the buying and selling of this year's wheat crop.

Clinton, Okla.—Wilbur Miltenberger, 45 years of age, died May 14 of pneumonia. He was a prominent grain dealer and miller and operated a line of elvtrs. in Oklahoma and a large flour mill in this city.

Kingfisher, Okla.—A. R. Smith, formerly agt. of the elvtr. of the Kansas Flour Mills Co., at Minneola, Kan., is mgr. of our company. We have leased the plant of the El Reno Mill & Elvtr. Co. and will probably build later.—Farmers Elvtr. Co.

Ingersoll, Okla.—The directors of the recently organized co-operative elvtr. companies at this place, Jet, Burlington, Helena, Carmen and Nash are planning to call a meeting to ascertain what can be done to keep up the price of wheat this spring.

Oklahoma City, Okla.—I will operate hereafter as E. L. Beutke, handling cash grain and consignments, and my former partner D. J. Rutledge will conduct the Rutledge Grain Co., doing a general receiving business.—E. L. Beutke, sec'y Oklahoma City Grain Exchange.

Frederick, Okla.—E. O. Billingslea Grain Co. incorporated; capital stock, \$10,000; incorporators, E. O. Billingslea, H. L. Cox and V. A. Billingslea. The company has bot the feed mill and 60x100 ft. warehouse of the New Mfg. Co. It will build an 8,000-bu. elvtr., equipped with a 40-h.p. oil engine, 2 legs, 2 dumps, shipping scale, man-lift, cleaner and scourer.

Oklahoma City, Okla.—The new office building of the Acme Mfg. Co. is now completed and the company's office force comfortably installed. The building is a 2-story structure of brick and is finished in mahogany stained birch. The building cost the company more than \$5,000, and has all the modern conveniences of a downtown office building.

## OREGON

Boyd, Ore.—The recently incorporated Boyd Union Elvtr. Co. will erect a 100,000-bu. elvtr. near The Dalles.

Emerson sta. (Wrentham p. o.), Ore.—The Standard Elvtr. Co. has been incorporated with a capital stock of \$2,000.

Condon, Ore.—The 50,000-bu. reinforced concrete elvtr. for which the Farmers Union Elvtr. Co. let contract, will be completed about Aug. 10 at a cost of \$16,500.

Friend, Ore.—The Farmers Union has taken action regarding the construction and operation of grain elvtrs. It intends to erect elvtrs. at this place, Dufur and other places.

Rice's sta. (Boyd p. o.), Ore.—Rice Union Grain Elvtr. Co. incorporated; capital stock, \$10,000; incorporators, H. R. Richards, J. E. Adhissan and Lloyd Bolton. The company will erect a 50,000-bu. elvtr. near The Dalles.



Sheridan, Ore.—I would like to install a dump for handling loose grain. All grain is now handled here in sacks, but I believe handling it loose could be done successfully.—M. Ford.

Astoria, Ore.—An 80,000-bu. elvtr. is being erected under the supervision of the Dock Commission.—Edward N. Weinbaum, Trade and Commerce Bureau, Chamber of Commerce, Portland.

Ione, Ore.—We are undecided regarding building an elvtr., but if we do we will erect a 75,000-bu. elvtr. on the O. W. R. & N. Co. line, equipped with cleaner, hopper scale and electric power.—E. L. Padberg, of Farmers Union.

Portland, Ore.—Our company has been purchased by Balfour, Guthrie & Co., and the new company has been organized under the same name, with Balfour, Guthrie & Co. as sole owners, the business being operated from their office.—Golden Rod Mfg. Co.

Grass Valley, Ore.—A movement was started among the farmers to organize an elvtr. company but when the time came to put up the money the proposition fell thru. All grain is handled in sacks but the farmers would be glad to patronize elvtrs. if companies could be induced to build.—T. M. Rolfe.

Wasco, Ore.—We were trying to get away from sacked grain and figured on building an elvtr. to handle bulk wheat but are not sure of getting it this year. Some farmers are arranging to handle bulk grain on their farms this year and several elvtrs. are being built in sections nearby. H. Root is pres. of our company.—A. Buhmann, sec'y Farmers Union.

## PENNSYLVANIA

Erie, Pa.—Contract for a 1,150,000-bu. reinforced concrete elvtr. has been let to the Stephens Engineering Co., to replace Elvtrs. "B" and "C" of the Anchor Line, which burned Dec. 10. Work which will be started soon, will be completed by Oct. 30.

Lancaster, Pa.—We are erecting a number of 6,000-bu. concrete tanks in connection with our present elvtr. for storing grain. On account of the uncertainty of delivery of freight from the west we are obliged to carry a larger stock of grain to be prepared against delays.—John W. Eshelman.

## PHILADELPHIA LETTER.

S. A. King has applied for membership in the Commercial Exchange.

Mayor Smith informed the Reading Ry. and the Pennsylvania R. R. that they could further the city's interests by enlarging their facilities for handling grain. He called attention to the fact that the loan bills, which were voted upon May 16, called for \$13,300,000 for the construction of piers and other port improvements and suggested that the railroads do their share to increase their facilities. The railroad companies have assured him that they will co-operate fully. The Pennsylvania R. R. Co. stated that it had under construction additional tanks at Girard Point which will increase the elvtr. capacity 1,000,000 bus. and will give the elvtr. a total capacity of 2,180,000 bus. Additional storage tracks to accommodate 900 cars are being constructed.

## SOUTH DAKOTA

Ravinia, S. D.—We will paint our elvtr.—Farmers Elvtr. Co.

Peever, S. D.—C. J. Johnson has purchased an elvtr. at this place.

Aberdeen, S. D.—An elvtr. will be erected by the Equity Exchange.

Roslyn, S. D.—John Swanson, Jr. has bot the elvtr. of the John Hokanson Grain Co.

Nunda, S. D.—L. D. Watson, who obtained advances from grain dealers in Nebraska and Kansas on the false pretense that he had grain to sell, also obtained \$15.60 in this place on 40 bus. of oats.

Miller, S. D.—I expect to quit the grain business in the near future.—Chas. Thomson.

White, S. D.—E. T. Alguire, interested in elvtrs. in South Dakota, is suffering from blood poison in his right arm.

Glenham, S. D.—The recently organized Glenham Equity Union has purchased the elvtr. of the Columbia Elvtr. Co.—X.

Timberlake, S. D.—We expect to build a 25,000-bu. elvtr., fully equipped, which will be finished by Aug. 1.—J. O. Elder, mgr. Farmers Elvtr. Co.

Nunda, S. D.—L. R. Froestad is not in the employ of Abraham & Schultz at this station as reported. The firm's manager here is J. D. Klassy.

Craven, S. D.—The recently incorporated Craven Elvtr. Co., of which C. H. Rebrud, of Ipswich, is pres., has not decided whether it will build or buy an elvtr.—X.

Adelaide, S. D.—The Farmers Union Grain Co. is building large coal sheds to be used in connection with its elvtr. erected last year. T. E. Ibberson is doing the work.

Broadland, S. D.—The Farmers Elvtr. Co. will erect an elvtr. this season. We will build a flour house at once and will enlarge our coal bins.—W. F. Lytle, agt. G. W. Van Dusen & Co.

Tyndall, S. D.—Walt Wagner is building a warehouse for flour, feed and seeds. Geo. Lehr contemplates remodeling his elvtr. The Farmers Elvtr. Co. intends to paint and repair its elvtr. in the near future.—L. V. O'Neill.

Zell, S. D.—The Farmers Elvtr. Co. expects to have its 35,000-bu. elvtr., for which it let contract to T. E. Ibberson, completed by June 1. Equipment includes Fairbanks-Morse Engines and Scales.—I. N. Hurd, agt. G. W. Van Dusen & Co.

McLaughlin, S. D.—McLaughlin Equity Exchange incorporated; capital stock, \$10,000; incorporators, F. W. Brock, sec'y, John B. Barek and others. A 30,000-bu. elvtr. will be erected on the C. M. & St. P., which will be completed about Aug. 15.—X.

Freeman, S. D.—John C. Mueller has let contract for a 10,000-bu. elvtr. to the Younglove Construction Co. It will be situated 10 miles from a railroad. Last year a duplicate of this elvtr. was built for J. M. Waltner, a farmer near Hurley, and plans are being prepared for others in that section.

## SOUTHEAST

Birmingham, Ala.—Collins & Co. are building a 5-story brick building.—B. McCall, sec'y Western Grain Co.

McQueen, Ala.—We will install a small elvtr. and conveyor system in our warehouse on the M. & O. R. R.—McQueen Smith & Co., Inc., Prattville.

Cartersville, Ga.—The officers of our company are the same as the Cartersville Grocery Co. and is a branch of that company.—Cartersville Grain & Provision Co.

Tampa, Fla.—The Baker & Holmes Co., wholesale grain dealers of Jacksonville, has purchased a site and contemplates the erection of a large reinforced concrete warehouse in the near future.

Newport News, Va.—W. S. Upshur, ass't general freight agt. of the Chesapeake & Ohio Railway Co., will take charge of the company's elvtrs. here indefinitely, succeeding J. L. Street, resigned.

Huntington, W. Va.—We are building a fireproof concrete elvtr., of 80,000 bus. capacity. The Burrell Engineering & Construction Co. has the contract. The newly elected officers of our company are: D. B. Gwinn, pres. and treas., B. W. Marr, vice-pres., and E. F. Wickline, sec'y. Mr. Marr is sec'y-treas. of the Gwinn Mfg. Co., of Columbus, O., and will continue in that capacity. Mr. Wickline was with the Columbus plant and took up his new position here on May 1. The former pres., W. W. Gwinn, died last October.—Gwinn Bros. & Co.

## TENNESSEE

Memphis, Tenn.—Fire recently damaged the elvtr. of H. A. Klyce to the amount of \$200.

Memphis, Tenn.—The elvtr. of the Taylor Grain Co. burned May 18 with a loss of several thousand dollars.

Memphis, Tenn.—J. D. Mayes and R. O. Dawson have been admitted to membership in the Merchants Exchange.

Fayetteville, Tenn.—Buchanan & McLaughlin have succeeded A. M. McLaughlin & Son, A. M. McLaughlin, head of the old firm, having died some weeks ago.—Fayetteville Mfg. Co.

Kelso, Tenn.—Fire destroyed the large grain warehouse of Rufus D. Cowley, together with 10,000 bus. of corn and some hay. The loss is approximately \$12,000, on which \$6,100 insurance was carried.

## TEXAS

Dalhart, Tex.—The Dalhart Mill & Elvtr. Co. has been dissolved.

Hereford, Tex.—E. W. Harrison will build an elvtr. which will cost about \$15,000.

Hico, Tex.—We are building some elvtrs. and are installing new machinery in our mills.—J. F. Weiser Co.

Troy, Tex.—I do not own an elvtr. but have 2 iron clad grain warehouses, of 45,000 bus. capacity.—E. E. McNeely.

Prosper, Tex.—We are only small grain dealers and will probably handle 20,000 to 25,000 bus. of wheat.—Peek & Johnson.

John B. Pruden, of Chillicothe, has been admitted to membership in the Texas Grain Dealers Ass'n.—H. B. Dorsey, sec'y.

Denton, Tex.—The 250,000-bu. elvtr. and other property of the Alliance Mfg. Co. will be sold at auction on June 6 by J. H. Reeves, trustee.

Wildorado, Tex.—Wildorado Elvtr. Co. incorporated; capital stock, \$5,000; incorporators, A. F. Linger, A. B. Fuqua and G. W. Ridgeway.

Dallas, Tex.—The E. B. Chenoweth Grain Co. sustained a loss of \$7,000 at its plant May 18 by fire, supposed to have been of incendiary origin.

Vega, Tex.—Claude L. Morris is mgr. of our company, which will operate a 15,000-bu. elvtr. situated on the C. R. I. & Gy.—Farmers Elvtr. & Storage Co.

Sour Lake, Tex.—The name of the Sour Lake Grain Co. has been changed to the Batson Grain Co. and the capital stock increased from \$3,000 to \$7,500.

Iredell, Tex.—A company has been formed by business men here to build an up-to-date elvtr. at a cost of \$5,000, which will be built to handle the coming crop.

Kress, Tex.—Contract has been let by Moore & Skipworth for a large elvtr. with warehouse, fully equipped with up-to-date machinery. The White Star Co. has the contract.

Higgins, Tex.—We have been in the grain brokerage business for the past 4 years and are now building an 8,000-bu. up-to-date elvtr. Contract has been let and we hope to have the elvtr. completed about June 25. We will continue to handle broom corn and seeds as well as grain.—F. T. Ward, of F. T. Ward Grain Co.

Walnut Springs, Tex.—The Walnut Springs Elvtr. Co., with a capital stock of \$5,000, will build a 4-tank 16,000-bu. concrete and steel elvtr. and 32x40 ft. warehouse. Equipment includes electric power, automatic dump and scales. The Interlocking Stave Silo Co. has the contract. J. F. Weiser, pres. of the Hico Roller Mills of Hico, is chief stockholder and pres., and C. L. Snyder is mgr. of the company, which will conduct a grain business.—W.

Galveston, Tex.—The following amendments to the rules of the Cotton Exchange were adopted by the board of directors May 11, posted Apr. 17, effective on and after May 11. (a) In case of dissatisfaction with the original inspection, requests for re-inspection, and re-inspection must



be made within 48 hours subsequent to the date of said original inspection, excepting that re-inspection may be made at any time, where grain has been damaged after inspection by leaky roof, or other defects in the car. (b) This rule to be effective excepting in such cases as are provided for in the rules adopted by the Galveston Cotton Exchange and Board of Trade, July 13, 1915, in the matter of cars that are loaded too heavily to permit of a thorough inspection, or which are found to be "plugged."

Amarillo, Tex.—The Panhandle Grain Dealers Ass'n held its 2nd annual session on May 16. A com'te was appointed to act in conjunction with one of similar size from the Texas Grain Dealers Ass'n in placing before the Texas Railroad Commission an application to give to Texas shippers relief against recurrent flood conditions at Galveston wherein the railroads holding grain disclaim responsibility for commodities during such season. The com'te will ask the commission to give relief to the shippers of commodities from Texas by making the export rate from Texas points to New Orleans conform to domestic rates from Texas points to Galveston. The meeting ended with a banquet, after which the following officers were elected: W. P. Dial, pres., J. E. Bennett, first vice-pres., W. K. Dickinson, 2nd vice-pres., Grover C. Bishop, sec'y-treas. The executive com'te consists of L. P. McMurtry, W. E. Bagwell and W. T. Townsend.

## UTAH

Tintic, Utah.—W. O. Creer, of Provo, is mgr. of our company, and Joseph Shaffer, of Tintic Jct., has charge of our elvtr.—Union Grain & Elvtr. Co.

Murray, Utah.—Hyrum Bennion & Sons have broken ground for a 40,000-bu. fire-proof elvtr., to cost \$10,000. H. E. Robinson is the engineer in charge of construction.

## WASHINGTON

Wilbur, Wash.—I expect to build a 25,000-bu. elvtr. this season.—J. A. Muir.

Fairfield, Wash.—The Farmers Alliance Warehouse lost its plant by fire last month.

Lacrosse, Wash.—The Lacrosse Elvtr. & Produce Co. is considering enlarging its elvtr. to double the present capacity.

Centerville, Wash.—The Centerville Grain Co. has been organized, with a capital stock of \$17,000, by George Garner.

Snake River, Wash.—Snake River Elvtr. Co. incorporated; capital stock, \$5,000; incorporators, C. Moulton, W. J. Knight and C. J. Jones.

Palouse, Wash.—We figure on handling some grain in bulk this year, using track loaders, but we will not build an elvtr. this year at least.—Farmers Union Warehouse Co.

Seattle, Wash.—The capacity of the elvtr. of the Port Commission will be doubled by the erection of 30 additional concrete tanks, with a combined capacity of 500,000 bus. The annex will cost approximately \$70,000.

Spokane, Wash.—The farmers of the Inland Empire held a meeting May 6 in this city with about 300 prominent grain growers in attendance. A recommendation, that the Panama Canal has removed the necessity of sacking the greater part of the 25% of the grain from the Northwest that is exported, was carried. The following recommendation also was carried: Since it is practically the unanimous opinion of the 300 grain growers at this convention that a change be made in the Inland Empire from sacked grain to bulk grain, we therefore urge the necessity of immediate action by the individual farmer and the interior warehouse companies to provide the necessary equipment for handling the 1916 crop in bulk. United action on the part of the farmers is essential to the success of bulk handling of grain.

Creston, Wash.—The Sperry Flour Mill Co. is laying the foundation for the 85,000-bu. elvtr. which will be built this summer.—Creston Union Grain Co.

Wenatchee, Wash.—The Wenatchee Mfg. Co. will erect this summer an auxiliary wooden grain elvtr., with a capacity of 50,000 bus. It will be constructed so that grain either in bulk or in sack can be handled.

Seattle, Wash.—Work is progressing on the 600,000-bu. concrete storage tank addition and mill which the Fisher Flouring Mills Co. is building. This will give the company a storage capacity of 1,000,000 bus. and a mill of 5,000 bbls. capacity.—R. D. Jarboe, chief grain inspector, Tacoma.

Wilson Creek, Wash.—We will build an elvtr., of about 60,000 bus. capacity, using concrete or other material. We will organize a new co-operative company and the business of the old company will be turned over to the new one.—D. F. Nordhorst, mgr. Wilson Creek Union Grain & Trading Co.

## WISCONSIN

Dane, Wis.—M. Esser has bot the elvtr. of J. W. Duff.

Merton, Wis.—The Milwaukee Elvtr. Co. has a new elvtr. under construction.

Beaver Dam, Wis.—J. C. Williams, of Fox Lake, has bot the elvtr. of T. F. Williams.

Reeseville, Wis.—The Reeseville Elvtr. Co. has installed an attrition mill driven by an electric motor.

Royalton, Wis.—The Niels Elvtr. Co., of Sauk Rapids, Minn., has bot the elvtr. and potato warehouse of J. C. Bargabos.

Milton, Wis.—E. L. Barnes will equip his elvtr. with a Hall Signaling Grain Distributor and Automatic Shaft Hatchet.

Fairwater, Wis.—Chas. W. Kuehn will build an elvtr. this season.—L. C. Corwith, agt. Wisconsin Malt & Grain Co., South Byron.

Fond du Lac, Wis.—Wm. C. Reinig, pres. of the Fond du Lac Malt & Grain Co., died May 20, following an illness of 4 years' duration.

Grand Rapids, Wis.—John P. Horton, sec'y, treas. and mgr. of the Grand Rapids Mfg. Co., operating an elvtr. and mill here, died May 19.

Poskin Lake (Paskin p. o.), Wis.—R. H. Williams owns and operates the Farmers Grain Co.'s elvtr. The other elvtr. at this station is operated by the Osceola Mill & Elvtr. Co.—X.

Appleton, Wis.—Fire was discovered May 12 at the top of a grain chute at the Wisconsin Malt & Grain Co.'s plant. It was extinguished with little damage, which has now been repaired.

Superior, Wis.—John Henry McRostie, aged 60 years, died May 15, following a lingering illness. He was first weighmaster at Elvtr. "K" for 10 years and for the past 2 years served as ass't commissioner of the Lake Carriers' Ass'n. He and J. L. Trempe formed a company of weighmasters and for a number of years weighed all grain shipped from elvtrs. at Duluth and Superior.

## MILWAUKEE LETTER.

Work is progressing on the grain drying elvtr. under construction for J. H. Murphy.

Charles J. Wojahn, of the Baumann Grain Co., has been admitted to membership in the Chamber of Commerce.

The supervisors of grain inspection and weighing of the Chamber of Commerce construe the rule relating to the inspection of No. 3 white oats as allowing ½% of slightly bin burnt and ¼% of badly bin burnt in that grade.

The Chamber of Commerce has approved Chicago warehouse receipts as deliverable on contracts for future delivery in this market, including grain in cars, vessels, or other storage places deliverable under the rules of the Chicago Board of Trade.

The elvtr. of the Chicago & Northwestern Railroad Co. will be completed in September. It will have 72 concrete circular bins.

## Oklahoma Dealers Meeting.

[Concluded from page 822.]

Eads, Amber; B. U. Fenguay, Enid; Roy Foresman, Gate; R. W. Frizzell, Maysville; Karl Geis, Cordell; G. L. Godfrey, Enid; W. E. Gray, Custer City; J. O. Hudson, Pawnee; L. R. Henkle, Fairview; E. L. Hayes, Blanchard; J. S. Hutchins, Ponca City; O. W. Hutchison, Shattuck; O. W. Hutchison, Jr., Shattuck; M. W. Humphrey, Chickasha; Jack Hill, Pocomet; G. E. Harris, Moorewood; S. W. Hogan, Cashion.

Geo. Ingram, Salt Fork; C. A. Johnson, Woodward; F. L. Krontil, Yukon; J. F. Krontil, Yukon; J. G. Krieger, Hitchcock; C. C. Knepler, Lamont; A. W. Lewis, Dahoma; T. J. Lindsey, Bernice; F. M. Laughlin, Calumet; C. R. Ludwick, Woodward; E. R. Lehman, Geary.

E. V. Mashburn, Shawnee; E. J. Miller, Perry; A. W. Marlow, Minco; J. H. McCrady, Yewed; M. C. McCafferty, Enid; Earl Petty, Noble; W. G. Page, Hominy; J. E. Pearson, Marshall; O. W. Pfeifer, Cherokee; J. H. Pruitt, Lindsay; C. E. Ramsey, Lahoma; G. C. Rhodes, Kremlin; A. B. Richert, Hydro; Geo. F. Ruttman, Mooreland; Wm. and E. M. Randels, Enid; F. S. Rexford, Enid.

Roy Sappington, Supply; J. H. Shaw, Enid; W. C. Shepherd, Hobart; W. P. Slover, Mill Creek; H. Stauffacher, Blackwell; D. K. Sterrett, Ryan; M. H. Thornton, Pryor; E. O. Thorp, Garber; J. N. Voorhees, Fairview; E. M. Worl, Cleora; Harvey White, Weatherford; A. B. Watkins, Enid; J. A. Wyckoff, Mooreland; Fred Zobisch, Hinton.

## Car Condition Record at Minneapolis.

The number of leaky cars reported in the Minneapolis district for the three months, January, February and March of this year, by the Minnesota State Weighing Department shows that out of a total of 48,035 cars received, 573 are recorded leaking at grain door, 908 leaking at end, 672 leaking at side, and 155 leaking at bottom. The total leaks during the period are 2,308; total leaky cars, 2,180. For the corresponding months during 1915 there were recorded 38,001 cars received, 344 with leaky grain door, 839 with leaky end, 618 with leaky side and 106 with leaky bottom. The total leaks were 1,907 and total leaky cars 1,737. The record for the corresponding time in 1914 gives the total cars received, 35,227; leaky grain door, 532; leaky end, 1,184; leaky side, 746; leaky bottom, 137; total leaks 2,599 and total leaky cars 2,413.

It is the practice of the Minnesota State Weighing Department to note leaky conditions on weight certificates, and the special rules for assistant weighers states that, "each car must be carefully examined before it is unloaded, and if found to be in a leaky or bad order condition, make notations of same in seal and weight record books, and in 'remark' column of daily seal and weighing report blanks provided for that purpose." On the seal record report it is the practice to mark an "X" on the picture of the car at the point where the leak exists, so as to make a complete and exact record of the condition of the leak. All other bad order conditions are also kept on record, such as patches, broken seals, no seals, etc.

P. P. Quist, state weighmaster, always advises the trade to "be careful in cooperating and do not load cars above capacity."

I CONSIDER the Grain Dealers Journal an excellent paper.—W. H. Bradford, Marionville, Mo.

THE Grain Dealers Journal contains plenty of good reading on grain matters.—P. J. Mengher, Omaha, Neb.



## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**B. & O.** in Sup. 14 to 13347 quotes rates on grain and grain products from its stations to eastern and interior points, effective June 2.

**Wabash** in Sup. 24 to B-5003 quotes rates on grain and grain products from Missouri River points and St. Joseph, Mo.; to western, and C. F. A. points, effective June 12.

**C. & O.** in Sup. 10 to 15504 quotes rates on grain and grain products from its stations and New Albany and Jeffersonville, Ind.; to stations on the C. & A., effective June 15.

**B. & O.** quotes an export rate of 6c on wheat and flaxseed, 5½c on rye, 5¼c on barley and shelled corn, and 4c on oats from West Fairport, O.; to New York, Long Dock, Jersey City, N. J., effective June 3.

**M. & St. L.** quotes a proportional rate of 14c on flaxseed screenings, flaxseed hulls, flax shives, flax bran, and flax refuse from Minneapolis and St. Paul, Minn.; to Burlington, Ia., and intermediate points, effective June 4.

**Nor. Pac.** quotes a rate of 17c on corn, oats, rye, barley, spelt and feed between Duluth, Minn., Superior, Washburn and Ashland, Wis.; and Sioux Falls, S. D.; and 15½c between same points; and Sioux City, Ia., effective June 15.

**Lake Erie & Western** has added the following routes for the special wheat rates from Carlock, Congerville, Deer Creek, Goodfield and Yuton, Ill.: Via Peoria and C. R. I. & P., and via Bloomington and C. & A. Heretofore these rates have applied only via Crandall and the A. T. & S. Fe Ry., which route will continue.

**Penna.** quotes an export rate of 6c on wheat and flaxseed, 5½c on rye, 5.35c on barley, 5¼c on corn and 4c on oats, from Erie, Pa.; to New York, N. Y.; and 5.7c on wheat and flaxseed, 5.45c on rye, 4.95c on corn, 5.05c on barley and 3.8c on oats from Erie, Pa.; to Philadelphia, Pa., and Baltimore, Md., effective June 1.

**C. I. & L.** Sup. No. 13 to 5577 gives rates and regulations applying on grain and grain products, carloads, from stations on the C. I. & L. and C. & W. V. Rys. to Boston, New York, Philadelphia, Baltimore, Buffalo, Pittsburgh and other points in the eastern states and Canada, effective June 15.

**Penna.** quotes an export rate of 6c on wheat and flaxseed, 5½c on rye, 5¼c on barley and corn, and 4c on oats from Buffalo, N. Y.; to New York, N. Y., and 5.7c on wheat and flaxseed, 5.45c on rye, 5.05c on barley, 4.95c on corn and 3.8c on oats from Buffalo, N. Y.; to Philadelphia, Pa., and Baltimore, Md., effective May 29.

**C. B. & Q.** Sup. No. 10 to 849-E gives rates on grain and grain products, carloads, from stations on the C. B. & Q. Ry. in Ill., Ia. and Mo., stations on the Chicago, Aurora & De Kalb R. R., Rock Island Southern and Rock Island Southern Ry.; also from Victoria, Ill. (Galesburg & Great Eastern Ry.), to Atlantic Seaboard, interior points and eastern Canadian points.

**Ill. Cent.** quotes the following proportional rates on corn, oats, rye and barley from Omaha, South Omaha, Neb., and Council Bluffs, Ia.; 12c to Cincinnati, O., Jeffersonville and New Albany, Ind., and 13c to Louisville, Ky.; also a proportional rate of 13c on wheat from above points; to Cincinnati, O., Jeffersonville and New Albany, Ind., and 14c to Louisville, Ky. (rates apply on shipments destined to southeastern and Carolina territory), effective June 1.

**Soo** quotes the following proportional rates on wheat and buckwheat from Minneapolis, St. Paul, Camden Place, Duluth, Minn., and Superior, Wis.; 20.5c to Allegheny and Pittsburgh, Pa.; 17.4c to Aurora, Lawrenceburg, Madison, Washington, Vincennes, Ind., and Thebes, Ill.; and 16.3c to Joppa, Ill., Jeffersonville, Ind., and Lima, O.; also a rate of 14.9c on coarse grain from same points; to Joppa, Ill., Madison and Lawrenceburg, Ind., effective June 1.

## Changes in Demurrage Charges.

The Pennsylvania Lines tariff, file No. C-83, effective June 15, provides that after the first 72 hours at the old rate of \$1 per day demurrage will be assessed at the new rate of \$2 per day until car is released. Credits earned under the average agreement can not be used to offset any portion of the charges that are in excess of \$1 per day.

Changes are made in the average agreement, rule 9, limiting the credit to \$1 per day. On cars having accrued 5 debits only \$1 of the charge provided by rule 7 will be made for subsequent Sundays and legal holidays, thus the charge for the legal holidays subsequent is not raised to \$2.

Sections C, D and E of the Rule 6 on cars set for loading have been changed to read as follows:

Cars for loading are not released until loading is completed and proper billing instructions furnished.

Cars received from switching lines and held by carrier lines for billing instructions are subject to demurrage charges from the first 7:00 a. m. after arrival on the carrier line until billing instructions are received, with no free time allowance and without notice.

If an empty car is appropriated without being ordered, it shall be considered as having been ordered and actually placed at the time so appropriated. If not loaded outbound, such car is subject to Section B of this rule.

WE APPRECIATE the Grain Dealers Journal and always keep it on file.—Wm. Wagner, Mgr., The Jerome Milling & Elevtr. Co., Jerome, Idaho.

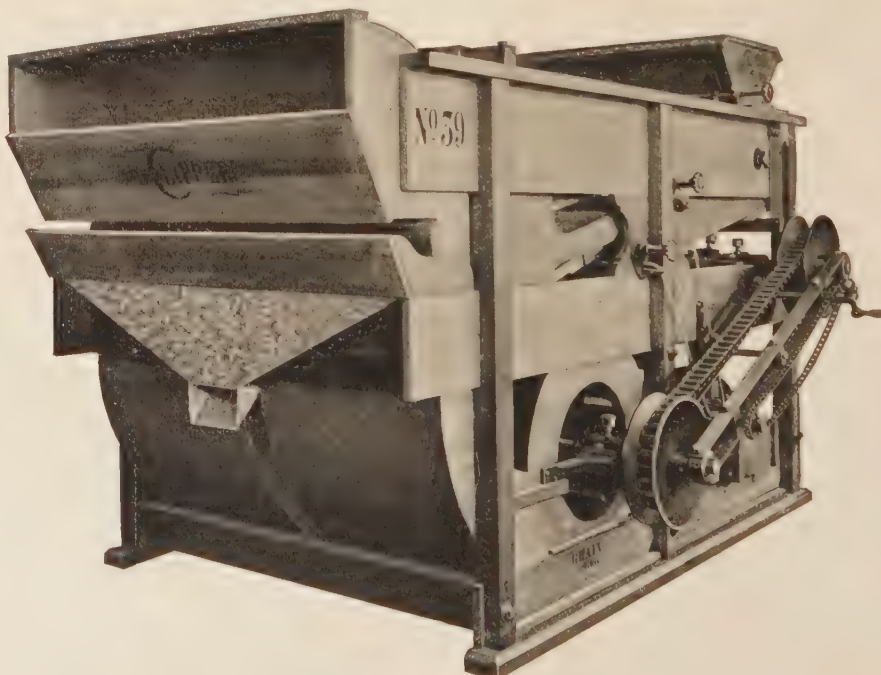
## Universal Blast Regulator.

A perfectly uniform blast, absolutely under control, and entirely free from fluctuation is one of the most essential and important considerations in cleaning seeds and grain. Different kinds of seeds and grain and different conditions of the seeds and grain call for varying strength of the air blast used in separating the dust, chaff and light shrunken seeds and grain. Many different devices and methods have been used in the past in the endeavor to secure perfect uniformity of blast under all conditions. Some of the devices used have given the required results within a limited range.

The "Clipper" Universal Blast Regulator is said to have overcome all weak points and gives exact control. "From a zephyr to a hurricane," and every degree between, exactly describes the range of air blast that can be secured by this mechanical device. The air inlets or ends of the fan drum are left open at all times, admitting the full volume of air and preventing any fluctuations in the air trunk.

This device will furnish a blast strong enough to blow out the heaviest grain or any kind of beans or seeds, and, by simply turning a handle and requiring but a minute the blast can be reduced to a point where it will not blow out such light seeds as blue grass or red top. This effect is secured without changing a pulley, closing the air shaft or making any other adjustment except shifting the handle. The result is secured by simply increasing or decreasing the speed of the fan by a mechanical device called the blast regulator.

This device can not only be furnished with all new Clipper Cleaners but it can be attached to any Clipper Grain or Seed Cleaners now in use at a very reasonable price. It requires no additional power—in fact makes a saving in power by regulating the speed of the fan to produce the exact amount of blast required and by reducing the belt and bearing friction. It is noiseless, practically impossible to get out of order and extremely smooth in operation. A Universal Blast Regulator attached to a



Universal Blast Regulator Attached to No. 39 Clipper Grain and Seed Cleaner.



No. 39 Clipper Grain and Seed Cleaner is shown in the engraving.

A full description will be furnished on application to the manufacturers, A. T. Ferrell & Co.

## L. J. Morgan Joins Dilts Co.

On June 1 L. J. Morgan, who has been connected with the Rea-Patterson Mfg. Co., Coffeyville, Kan., for the last 11 years, will enter the firm of Wm. G. Dilts, Jr., & Co., of Kansas City, Mo.

Mr. Morgan has a wide acquaintance among Kansas and Nebraska shippers, and in his new connection will visit his many friends at regular intervals. Mr. Dilts, too, has arranged to spend considerable time on the road after the re-organization.

Mr. Dilts started in the grain business as Wm. G. Dilts, Jr., & Co., on July 1, 1914, after having spent six years with H. H. Steele & Co. He has in that time devoted practically all of his energies to the cash grain business, but with the entrance of Mr. Morgan into the firm a large future business is anticipated.

The general growth of all business on the Kansas City Board of Trade in the last few years made it necessary for Mr. Dilts to seek a partner.



Wm. G. Dilts, Jr., Kansas City, Mo.



L. J. Morgan, Kansas City, Mo.

## Needle Machine Invaluable for Certain Work.

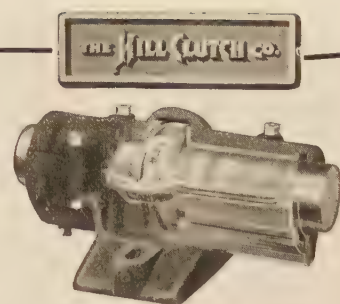
A machine which has been known for many years to the experts in grain cleaning is yet unknown to a large number of grain handlers. This is the Invincible Needle Screen Gravity Grain Separator. In form, the machine is an upright spout. It takes but little floor room and not to exceed 12 ft. high. Inside of the machine are placed a number of screens alternating with one another the entire length of the spout. These screens are made of the best piano wire that can be had, remarkably fine in texture and highly tempered. The outer end of this wire is left free, the wires being fastened in position at their reed end. The grain falls on the first screen. The material being taken out passes between the needles, the impact of the grain causing the needles to set up a vibration and keeps them in constant motion. The good stock passes over the end of the needles and to the next screen where the operation is repeated many times until the clean grain passes from its discharge point at the lower end of the machine, the refuse passing out in another separate discharge spout. The number of screens used in the machine depend on its length but it gives a repeated action on the grain and thoroly does its work.

Its uses are many, but at the same time, it is not a universal cleaner. There are many things that the needle screen will not do and which should not be attempted on it. But there are many things which it will do better than any other machine and as it does it without cost of operation, its saving ability is apparent. Naturally, the grain man wants to reduce his operating cost and he may wonder why some grain men seem to run on so low a cost of operation. Nine times out of ten, he will find the old original Invincible Needle Screen at work in these houses and saving in power a large amount every year.

Oats from wheat, wild oats and pinched barley from barley, seeds of all kinds from grain, a division of grain into grades, the large v. the small; these are a few of the purposes of this machine. Others are possible and it would pay the average grain man to investigate.

In the early years of this machine's history some were rejected because knowledge was not available to exactly fit the machine to the work. A little variation in openings between the needles was disastrous. After great expense in making forms these screens are now in stock in every size possible varying only a quarter of a sixty-fourth in differences. Today the manufacturer, the Invincible Grain Cleaner Co., by years of experience, has the knowledge of what is needed to do in a certain way, and is in a position to make definite recommendations that will insure the buyer getting the machine exactly fitted for his work. The company will not accept an order for the machine to do work for which it knows it is not adapted. The grain dealer who wishes to know more of power saving grain separator will be given fullest information on application to the company.

WILD GESE are raising havoc in the grain fields around Church's Ferry, N. D., according to Bernt Anderson a prominent farmer of that place, who states that thousands of geese have made their headquarters on his farm, and on account of wild geese being protected by the state game laws, there appears to be no relief in sight.



CLEVELAND TYPE

## HILL COLLAR OILING BEARINGS

FOR

ECONOMICAL TRANSMISSION OF POWER.

Instead of a loose ring we employ a heavy thrust collar clamped to the shaft which provides a positive oiling device that *never fails*. Hill Collar Oiling bearings are the most efficient self oiling bearings on the market. Send for Catalogs.

## THE HILL CLUTCH CO.

Cleveland, Ohio

## Grain Receiving Register

This book is designed to facilitate the work of the country grain man in keeping a record of weights of grain received. At the top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each book has 120 pages, 8½x14 inches, and each page 41 lines, making each book contain spaces for records of 4,920 loads. The book is well printed and ruled on linen ledger paper, and substantially bound in extra heavy canvas covers.

Order Form 12AA. Price, \$1.50

## Grain Dealers Journal

315 So. La Salle St., CHICAGO, ILL.

## SALES SHIPMENTS and RETURNS BOOK

is invaluable to the country grain man in keeping record of his sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½ x 16¾ inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car No. and Initial, Our Weights, In Bushels, Grade, Route, Rate. Under Returns are Destination Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks.

No. 14AA contains 76 double pages, with room for records of over 2,200 cars. It is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper.

Price, \$2.00

## GRAIN DEALERS JOURNAL

La Salle Street, Chicago.



## Supreme Court Decisions

**Furnishing Cars.**—A carrier is liable for the consequences of its breach of contract to furnish cars within a shorter time than required by statute, though the result of inability was due to an unusual demand for cars.—*Tex. & N. O. R. Co. v. Weems*. Court of Civil Appeals of Texas. 184 S. W. 1103.

**Title to Goods.**—Where a contract of sale allows the vendee and consignee to refuse the goods if not in good condition on arrival, the consignor's title is not divested by delivery to the carrier and he may sue the carrier for injury to such goods. *Yazoo & M. V. R. Co. v. Solomon*. Supreme Court of Arkansas. 184 S. W. 418.

**Landlord's Lien.**—A justice of the peace has jurisdiction of an action to recover plaintiff's share of a crop and to enforce a landlord's lien where the complaint claims but \$300, although the proof showed a greater sum to be due, the amount owing being unliquidated.—*Turner v. Cotton*. Supreme Court of Arkansas. 184 S. W. 415.

**Evidence of Deterioration in Transit.**—In an action for injuries to a shipment of peanuts, testimony that the peanuts, if in proper condition when shipped, would keep for a longer time than that of the shipment, given by experienced dealers, though not of the locality, is admissible.—*Cleburne Peanut & Product Co. v. M., K. & T. Ry. Co.* Court of Civil Appeals of Texas. 184 S. W. 1070.

**Transfer of B/L.**—Where a bank purchased a seller's B/L with draft attached, but on refusal of the buyer to accept the goods the seller gave its check to the bank for the amount of the draft, held, on the evidence, that at the time of a levy on the goods as the property of the seller the title was in the seller, and not in the bank.—*Collin County Nat. Bank v. Satterwhite*. Court of Civil Appeals of Texas. 184 S. W. 338.

**Consignor's Right to Sue.**—A consignor, who has made a special contract with a carrier to transport goods, may maintain an action against the carrier for failure to deliver them within a reasonable time, or for their loss or injury, even where title passed to the consignee at delivery of the goods to the carrier.—*Norfolk Southern R. Co. v. Norfolk Truckers Exchange*. Supreme Court of Appeals of Virginia. 88 S. E. 318.

**Liability of Telegraf Co.**—Under the Act of Congress of June 18, 1910, c. 309, 36 Stat. 544, § 7 (U. S. Comp. St. 1913, § 8563), a rule of an interstate telegraph company limiting its liability on account of its negligence in the delivery of an interstate message to certain sums governed by the classification of the message, is valid and binding, and damages cannot be recovered beyond the amount named.—*Bailey v. W. U. Tel. Co.* Supreme Court of Kansas. 156 Pac. 716.

**Brokers.**—The measure of damages for breach of a broker's contract to carry stock for the customer is the market value of the stock at the time of its sale by the broker, not the highest market value thereof between the sale and the trial, and, where the stock was sold at the market value at the time of sale, the owner can recover only nominal damages. A customer who contracts with his broker for the sale of stock on a particular exchange, knowing that it is governed by certain rules, but not knowing what such rules are, is bound by a rule permitting the broker to purchase the stock for another customer after offering it at a price higher than that bid by his customer, since in making such sale the broker is vested with no discretionary authority, and has no opportunity to exercise judgment.—*Hall v. Paine*. Supreme Judicial Court of Massachusetts. 112 N. E. 153.

**Mortgage and Crop.**—Where a crop had been removed from the land before its sale under a deed of trust which did not cover the growing crops, the purchaser at the sale did not acquire the crop. A rice mill company, to whom rice grown on plaintiff's land had been delivered by the tenant, is not estopped by claiming that the rice was acquired by one who had purchased the land under trust deed after removal of the crop from also defending on the ground that the owner of the land had sold the growing crop to that purchaser in satisfaction of a debt.—*Stuttgart Rice Mill Co. v. Reinsch*. Supreme Court of Arkansas. 184 S. W. 836.

**Weights and Measures.**—The authority to prescribe a standard of weights and measures not being vested by the Constitution of the United States exclusively in Congress, it is within the power of the Legislatures of the several states to enact laws fixing and regulating standards of weights and measures in all respects in which Congress has not legislated upon the subject. Section 6415, General Code, as amended March 12, 1913 (103 O. L. 139), prescribing the dimensions of the peck and lesser measures, is therefore valid. The provisions of section 7965—1, General Code, authorizing the condemnation and confiscation of false or fraudulent weighing or measuring devices, are within the police power of the state, and do not contravene either the state or federal Constitution.—*Williams v. Sandles*. Supreme Court of Ohio. 112 N. E. 206.

**Watchman Clause in Policy.**—Under a warranty whereby insured, in consideration of a reduction of the basis rate of the policy, agreed to maintain a watchman day and night and at all times when the machinery was not running, except when other employees were on duty, defining the duties of the watchman and requiring the insured to date and keep all watch clock records, and after 90 days to forward them to a named party to determine whether the service conformed to the requirements for credit, and that on failure to observe such conditions the credit allowed for the service should be forfeited for 6 months, and the amount of the forfeit should be added to the first assessment made after the breach was established, the insured's breach of the warranty did not limit the insurer to the enforcement of the penalty, but entitled it to forfeit the policy.—*Frick v. Millers National Ins. Co.* Supreme Court of Missouri. 184 S. W. 1161.

**Bills of Lading.**—A stock buyer, who had been shipping hogs to commission merchants with instructions to sell them on commission, shipped hogs and received a "straight" B/L designating the commission merchants as consignees. He indorsed the B/L in bank and delivered it, with a draft on the commission merchants, to a bank, which discounted the draft. Before the draft was presented to the com-

mission merchants, and before notice to the commission merchants of the transfer of the B/L, the commission merchants received the hogs from the carrier and sold them. Held, that the sale of the hogs was not a tort, and did not render the commission merchants liable in trover to the bank, since, while the transfer of an "order" B/L may be deemed evidence of an intended pledge of the chattels described therein, as an assignment of the shipper's rights against the carrier, a straight B/L is not a true document of title, possession of which is symbolic of actual possession, and the carrier's possession is on behalf of the consignee, and though the consignor may transfer his interest in the shipment, neither he nor his transferee can disturb the effect of the straight B/L as against the carrier or the consignee without notice.—*C. E. White & Co. v. Century Savings Bank of Des Moines*. U. S. Circuit Court of Appeals. 229 Fed. 975.

## Six Kerosene Engines for Concrete Elevators

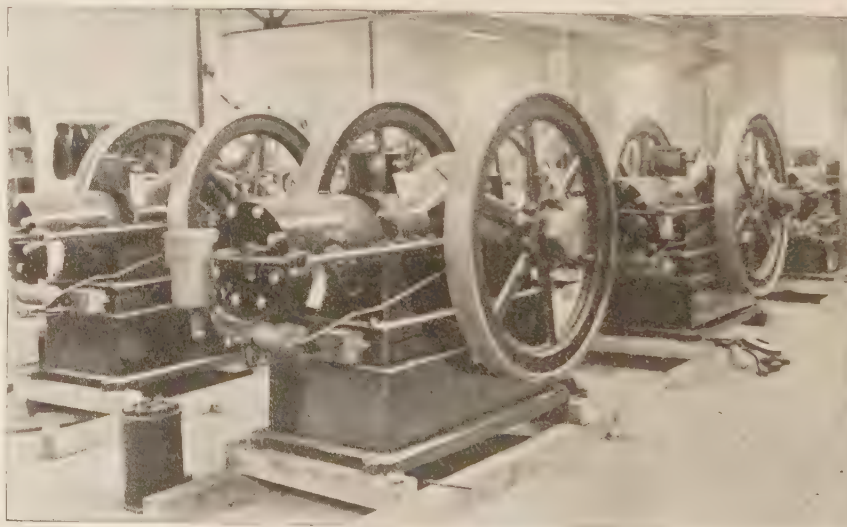
Concrete construction for grain elevators is recognized as more costly than other styles, but the advantage in low expense of maintenance, repair and operation has commended it to the Scott County Milling Co., of Sikeston, Mo., for the 6 new elevators it is erecting. The same considerations led to the choice of the Lauson Kerosene Engine for their equipment, the six engines for these houses being shown in the engraving ready for shipment.

These engines are built to give economical service year in and year out. More drop-forged parts are found in this engine than in most others.

The cost of a part may be insignificant but the cost of interrupted service to trade is often prohibitive. Delays mean an excessive cost that must be added to the first cost of any engine. That is why many engines are expensive at any price.

No torch, no batteries are used to run the Lauson Engine, which starts easily and carries full load instantly, operating on kerosene, gasoline or distillate. They are built in sizes from 1½ to 100 h.p. Additional information will be given on application to the John Lauson Mfg. Co.

THE GRAIN DEALERS JOURNAL is a visitor that we could scarcely do without and keep up with what is doing in the grain trade. It is a most valuable paper and we enjoy reading it very much.—*Palestine Grain Co., Palestine, Tex.*



Six 22-h.p. Lauson Kerosene Engines for One Line of Country Elevators.



## Feedstuffs

CHICAGO, ILL.—We moved into our new offices at 208 S. La Salle St. on May 1.—Arcady Farms Mlg. Co.

KANSAS CITY, Mo., May 17.—We are building an alfalfa meal plant at Muskogee, Okla.—Davidson Mill & Elvtr. Co.

CHAPIN & Co., Inc., Hammond Ind., have registered the word "Triangle" written above a small triangle as a trade mark for their calf meal.

THE KANSAS CITY ALFALFA FEED CO. of Kansas City, has been incorporated with a capital of \$10,000 by G. T. Martin, A. C. Senner and N. M. Martin to handle a general line of feeds for cattle.

A DESIGN representing a star in the center of which is a circle enclosing the letters "AECO" has been registered as a trade mark by the Atlantic Export Company, New York, N. Y., for its prepared stock food.

MEMPHIS, TENN.—The Buckeye Cotton Oil Co. has let contract for the erection of a reinforced concrete grain elvtr. and feed mixing plant to Kaucher Hodges & Co. The plant, with equipment, will cost \$100,000 and will be the most up-to-date feed mill in the country.

THE ANNUAL CONVENTION of the American Feed Manufacturers Ass'n will be held at Peoria, June 1, 2 and 3. The leading feed producers in the country will attend the meeting. The com'te of the Ass'n of Commerce in charge is: H. F. Atwood, T. A. Grier, W. W. Nichol, Sam Woolner and Adolph Woolner.

SEDALIA, Mo., is the home of a grain dealer who grinds feed on the side, and he insists that he can grind feed at ½c per hundred and make money. Needless to say that the sheriff will soon take his place. Unless he has a big volume of business, he cannot grind feed for 5c a hundred pounds and make a living at it.

THE TRADE MARK registered by William Orr & Sons, Orrs Mills, N. Y., for its poultry feeds consists of a pair of crossed oars, upon which appear the words "Always Fresh, Always the Same." In the angles made by the crossed oars appear the letters "O R R S," which represent "Orr's." There is a double-line margin about the crossed oars, in which appear the words "The Utmost in Poultry Feeds."

### American Feed Manufacturers Meeting.

The Eighth Annual Convention of the American Feed Manufacturers Ass'n will be held at the Jefferson Hotel, Peoria, Ill., Thursday, Friday and Saturday, June 1, 2 and 3, 1916, at which the following program will be carried out:

THURSDAY, JUNE 1, 11 A. M.

Address of Welcome—Hon. Edward N. Woodruff, Mayor of Peoria.

Response—John C. Reid, St. Louis, Mo.

2 P. M.

President's Annual Address—Geo. A. Chapman.

Reports of Officers.

Reports of Standing Committees.

Miscellaneous Business.

Appointment of Com'tes.

9 P. M.

Informal Reception by Peoria Ass'n of Commerce at the Jefferson Hotel.

FRIDAY, 11 A. M.

"Dairy Extension Work in Illinois"—Hon.

W. Scott Mathews, Chicago, Ill., State Food Commissioner.

"Work of the Federal Trade Commission in Co-operating With Trade Ass'ns to Improve Accounting Methods and Business Practice"—R. E. Belt, Washington, D. C., Special Agent Federal Trade Commission.

"Co-Operation Between Manufacturers and State Officials"—Dr. R. E. Stallings, Atlanta, Ga., Pres. Ass'n of Feed Control Officials of the United States.

"Morals in Business"—E. S. Woodworth, Minneapolis, Minn.

"Principals of Animal Nutrition"—Dr. J. A. MacLean, Chicago, Ill.

"Industry Advertising"—Edward Corrigan, Peoria, Ill.

"Alfalfa Milling From a Practical Standpoint"—F. M. Wilson, Hartman, Colo.

4 P. M.

Automobile ride thru Peoria parks, then to Country Club, followed by dinner and entertainment at Ye Old Tavern.

SATURDAY, 10 A. M.

Executive Session for Members of Ass'n Only.

Reports of Special Com'tes.

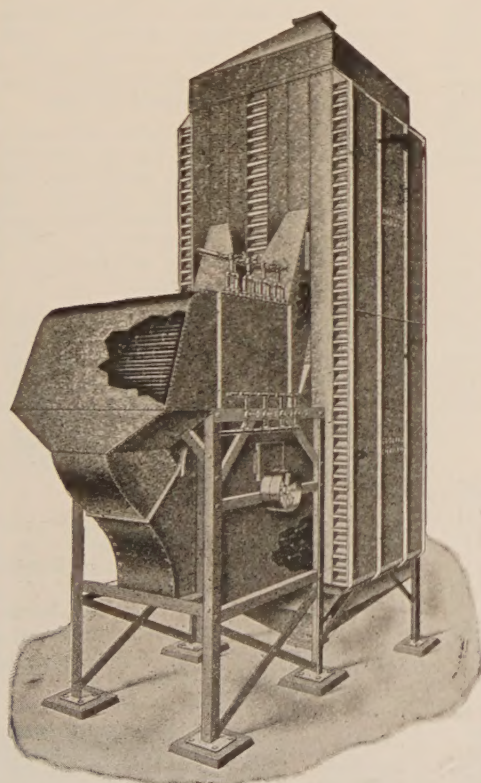
Election of Officers.

Adjournment.

Meeting of directors elect for organization and the election of an executive com'te.

Meeting of newly elected executive com'te for organization and election of sec'y.

SOUTH AFRICA'S yield of maize is estimated to be about the same this year as last. Drought in some sections will reduce the crop, however. In Transvaal, tho 9% more acreage was sown, the crop is expected to be 5% short of last year. In Orange Free State the yield will be 20% greater, and in Natal 4% greater than last year. The crop of kafir corn (E. Indian millet) falls 17% short of last year's crop, which will have to be made good out of the maize crop, reducing the quantities of both grains available for export.



No. 3 Hess Drier and Cooler.  
Dries a carload a day.  
Price \$990.00 f. o. b. Chicago.

## The Time to Install a Hess Grain Drier is NOW

The rush season, with us, will soon be on, and the necessary addition of new men to our working force makes delays and errors inevitable, in spite of our best efforts.

Work to be done early is handled deliberately, with our regular force of drier experts, having long experience in building HESS DRIERS, and the very best of efficiency is secured.

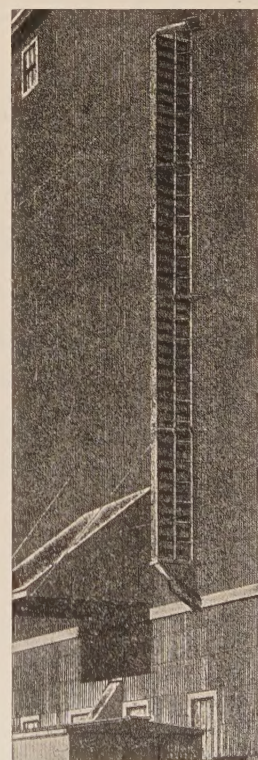
Prices are at the lowest just now. With the cost of steel and all other materials constantly advancing, and with supplies difficult to obtain, a higher scale of prices must be fixed, sooner or later.

### SPECIAL TERMS

if desired, will be made to early buyers—extending payments into the time of year when the driers are running—thus in effect THE DRIER WILL PAY FOR ITSELF.

Ask us more about this feature

Hess Warming & Ventilating Co.  
1258 Tacoma Building, CHICAGO



The Hess Out-Door Conditioner.  
Requires no power nor heat.  
Cools and sweetens heating grain and arrests deterioration.



## Patents Granted

**1,183,166. Grain Heater and Drier.** (See Cut.) Clarence W. Carter, Minneapolis, Minn. A battery of slightly inclined pipes are set above a stationary steam chest and in communication with it at one end. Around the battery of pipes is made to rotate a flighted cylinder, the grain being introduced into the cylinder at the end away from the steam chest and withdrawn from the end adjacent the steam chest.

**1,182,073. Scale.** (See Cut.) John H. A. Bousfield, St. Johnsbury, Vt. A bifurcated lever is provided with side plates connected by integral cross bars. A cross bar beneath the lever pivotally engages depending legs embracing the lever. A link pivotally engages the cross-bar and extends upward between the side plates of the bifurcated lever. A knife edge bearing extends across the bifurcated lever for supporting the link.

**1,183,443. Car Seal.** (See Cut.) William J. Dorsam, Lafayette, Ind. A long metal strip has an aperture in its narrow end, while the wide end is provided with a housing, into which the narrow end is inserted for locking, which is effected by having the aperture arranged to receive a tongue cut in the wide end, which is bent upon itself, and provided with two stops which the edge of the narrow end strikes when in right position.

**1,183,124. Sack-Holder.** (See Cut.) John N. Schwalen, New London, Minn. A carrier which has bag engaging spurs on it is mounted on a support. Coiled springs attached to these spurs have arms at their opposite ends extending laterally in opposite directions, one of the arms having a bag engaging element at its free end, and adjustable means for engaging the other arm to vary the positions of the bag engaging elements to adapt them to fit bags of varying widths.

**1,183,254. Grain Car Door.** (See Cut.) Joseph Tony, Leavenworth, Kan. From the side of a door frame in a car at the top a horizontal track is laterally projected. A carriage mounted on this track has winding means, which is attached to the top of the door, the door being in two sections hinged together so that when the upper section is folded down over the lower, the whole door is vertically lifted up, as upright guides are provided in the opposite sides of the frame for the lower section to run in.

**1,182,106. Alfalfa Mill.** (See Cut.) Edward F. Ross, Fort Collins, Colo. Arranged in a framework is a feeding device composed of two devices thru which the hay passes, one of the devices being movable by the hay away from the other when the hay is being fed too rapidly. Means, including a clutch operated by a

pivoted lever, for driving the feeding means is provided. When the movable feeding device moves away from the other to a certain distance a spring mechanism tends to release the clutch to stop the feeding means.

### Insurance Notes.

THE KANSAS EMPLOYERS ASS'N is planning to present a new compensation law for passage at the next session of the state legislature, according to C. V. Topping, sec'y of the Southwestern Millers' League, Wichita, Kan., who attended a meeting of the ass'n held recently in Kansas City.

### Crop Improvement.

THE ORGANIZATION of clubs of boys and girls to encourage the cultivation of beans is being carried out by prominent men of St. Clair County, Michigan, in co-operation with bankers and elevators of the county. These clubs are for the purpose of demonstrating that beans are a profitable crop to grow in spite of the drawbacks which have been experienced by the farmers of the county during the past two seasons. To stimulate the interest of the young people, club contests are to be arranged and substantial prizes awarded.

## Books Received

**GRAIN SHIPPER AND THE LAW** is a digest of decisions of state, supreme and federal courts covering shipper's contracts and his relations with the carriers, containing 123 leading articles and over 600 separate cases classified into chapters on Bills of Lading, Claims, Commission Merchants, Contracts, Delivery, Demurrage, Freight Charges, Furnishing Cars, Grain Doors, Inspection, Insurance, Liability of Carrier, Rates, Routing, Taxation in Transit, Switching, and Valuation of Shipment, including all the valuable decisions that have been rendered in the past 15 years. Cloth, 160 pages, indexed; reprinted from and published by the Grain Dealers Journal, Chicago, Ill. Price, \$2.

THE TWELFTH Annual Convention of the Associated Advertising Clubs of the world will be held in Philadelphia, June 25-30, 1916. Every one interested in better business should strain a point to be in attendance. Full information regarding this convention can be had by writing the Associated Advertising Clubs of the World, 803 Merchants Bldg., Indianapolis, Ind.

## Supply Trade

CHICAGO, ILL.—The Cyclone Blow Pipe Co., recently moved into its new building at 2542-2552 21st St.

NEW HOLSTEIN, WIS.—The John Lawson Mfg. Co. announces the appointment of Geo. D. Ash as jobbing sales manager. Mr. Ash for the past twenty-seven years has been connected with the Olds Engine Co.

NEW YORK CITY.—John Lee Mahin, former president of the Mahin Advertising Co., Chicago, has opened an office in this city at 33 W. 42d St., where he will be at the service of those wanting expert advice on any advertising proposition.

OMAHA, NEB.—The American Supply & Mch. Co. has ready for distribution its catalog No. 7, descriptive of its very extensive line of grain elevator machinery. Every elevator owner should have a copy of this catalog in his office.

SILVER CREEK, N. Y.—The Invincible Grain Cleaner Co. announces a new addition to its sales force in the person of W. Fisher, who will represent the Invincible line thruout the states of Ohio and Michigan. Mr. Fisher succeeds Chas. H. Sterling, who retired Jan. 1, 1916.

MINNEAPOLIS, MINN.—T. E. Ibberson, elevator builder, reports unusual activity in grain elevator construction in his immediate territory. He has recently received contract to improve the elevators of the Eagle Roller Mills at Groton, Verdon, Athol and Rockham, S. Dak.

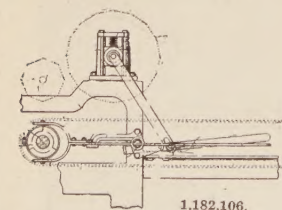
FARGO, N. D.—The Equity Engineering Co. has established a department which will make a specialty of supervising construction of farmers' elevators, making plans, estimating costs and caring for engineering problems involved in the construction of an up-to-date elevator.

THE BEST advertisement is the one that briefly starts a train of thought which must lead to but one conclusion. It is sometimes best not to tell the whole story. People like to show their sagacity and they often lose interest in advertisements that include an explanatory diagram.—*Moline Messenger*.

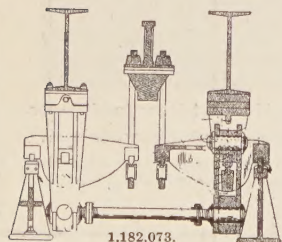
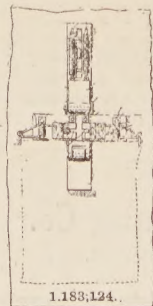
THE LAW on dishonest advertising, as laid down by the U. S. Supreme Court, does not go hard on the "mere puffing" or exaggeration of the qualities of an article, but the inventing of qualities which an article does not possess, and falsely asserting their existence was branded as misrepresentation and condemned.

KANSAS CITY, Mo.—The International Grain Sterilizing Co. is placing on the market a calcium hydroxide and calcium hydrochloride wheat treatment. A. C. von Hagen, formerly of Sleepy Eye, Minn., is head of the concern. A number of the large mills thruout the country have installed or contracted for the new method of wheat purification.

CHICAGO, ILL.—At the annual meeting of the directors of Fairbanks, Morse & Co., held on May 17, the following officers were elected for the current year: C. H. Morse, Sr., chairman of the board; C. H. Morse, Jr., Pres.; W. E. Miller, 1st vice pres.; H. C. McClary, vice pres.; H. J. Fuller, vice pres.; F. M. Boughey, sec'y and treas.; B. E. Cremerius, ass't treas.; C. A. Meyer, ass't sec'y.



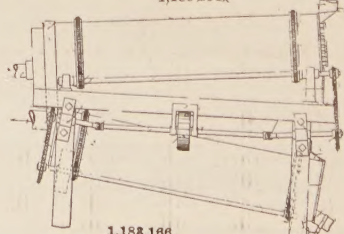
1,182,106.



1,182,073.



1,183,254.



1,182,166.



# The GRAIN DEALERS JOURNAL.

## Known Causes of Elevator Fires.

At Merna, Neb., recently, the engine was cold and refused to bite. The manager of the elevator held a blow torch against the carburetor, which contained a small amount of gasoline. The fire was checked with a dry tube.

At Columbus, Mont., the manager of an elevator was still in the dark after turning on the switch for lights. An investigation revealed a broken wire in a drop cord and sparks spitting in all directions. It is only a question of time until something of this kind happens wherever drop cords are tied in knots or hung around nails. If you want a light to carry around, connect it with a Packinghouse cord.

At Coffee Creek, Mont., a new engine was installed. The "gent" that did the installing ran the exhaust pipe through a frame wall and forgot to cut the hole large enough. After an eight-hour run, the barrels and buckets were not heavy enough to quench the blaze. The structure was saved by the local fire department.—*Our Paper.*

A PROGRESSIVE READER of the Journal has no sorrows.—M. D. Kelley, Henderson, Minn.

WE CONSIDER the Grain Dealers Journal a very valuable publication for the grain dealer and feel that we can well afford to take the time to read its contents.—Hunt-Rigsby Co., Burkburnett, Tex.

AMERICA is playing leading role in the shipbuilding world. During the first 3 months of 1916, American yards took a slight lead over the British, for the first time in many years, launching 173 merchant vessels of 94,400 tons, while the record for Britain was 69 ships with a tonnage of 80,500. Merchant ships now building or under contract in American yards equal those of Great Britain.—C. A. King & Co.

A DECISION in favor of H. C. Jones & Co., grain exporters of Baltimore, was given in an oral opinion by Judge Rose in the U. S. court, in the claim of \$3,000 against them of the Johnston Line Foreign Agency, Ltd., for demurrage for the alleged detention of the steamer "Quernmore." This vessel was chartered by H. C. Jones & Co. last Jan. to load 50,000 bus. of grain for Liverpool. The loading began Mar. 13 and was completed Mar. 15.

## WESTERN GRAIN DEALERS MUTUAL FIRE INSURANCE ASSOCIATION

DES MOINES, IOWA

JAY A. KING, President GEO. A. WELLS, Secretary

Write for Information  
Regarding Short Term Grain Insurance

## GALVANIZED CORRUGATED

Steel Siding, Roofing, Fireproof Window Frames, Sashes &c.



The  
SYKES  
Company  
Chicago, Ill.

Sheet Metal Contractors, Makers of Fireproof Windows. Write them if you are in the market now or if you expect to be in the future. Contracts taken anywhere in the United States.

## ARE YOU GOING TO BUILD?

We can offer you some suggestions that will reduce the insurance cost. Write us for rates on the different kinds of construction.

**Tri-State Mutual Grain Dealers Fire Insurance Company**  
Incorporated in MINNESOTA  
LUVERNE, MINN.  
E. H. Moreland, Secretary  
Licensed in South Dakota

# \$1,250,000.00 Loss

chargeable principally to railroad hazard, machinery hazard, poor construction and carelessness, is the record of losses for 1915, paid by the Flour Mill and Grain Elevator Mutual Insurance Companies.

More than 90% of this loss could have been avoided. NOW is the time to clean up the premises, put your property in better operating condition and eliminate the known hazards.

Records of these losses and advice on Fire Prevention gladly furnished by

## THE MUTUAL FIRE PREVENTION BUREAU

OXFORD, MICH.

or  
Millers National Insurance Co., Chicago, Ill.  
Western Millers Mutual Fire Insurance Co., Kansas City, Mo.  
Ohio Millers Mutual Fire Insurance Co., Canton, Ohio.  
Penna. Millers Mutual Fire Insurance Co., Wilkes-Barre, Pa.  
Mill Owners Mutual Fire Insurance Co., Des Moines, Ia.  
The Millers Mutual Fire Insurance Co., Harrisburg, Pa.  
Texas Millers Mutual Fire Insurance Co., Ft. Worth, Texas.  
Michigan Millers Mutual Fire Insurance Co., Lansing, Mich.

## GOING TO BUILD?

Don't wait until your structure is completed, and then ask us to come in and make you a rate. Let us make you a rate before you begin work. Margins are small these days, and you must figure on a Cost of Operation as low as Efficiency will permit. Why not begin on your Fire Insurance? We can give you some pointers about Construction, too. Write us.

FITZGERALD &  
McCOTTER

Western Managers

Omaha, Nebraska



INDIANAPOLIS, IND.

C. A. McCOTTER

Secretary

Indianapolis, Ind.

BETTER CONSTRUCTION—MORE CARE—FEWER FIRES

INCORPORATED 1877

## The Millers' Mutual Fire Insurance Association of Illinois

ALTON, ILLINOIS

Insures Elevators, Mills, Grain Warehouses and Contents  
of same at Cost.

Insurance in Force \$25,920,083.73 Cash surplus \$453,208.51

H. B. SPARKS, President

G. A. McKINNEY, Secretary

HOME OFFICE: Alton, Illinois

WESTERN DEPARTMENT: Mr. Rollie Watson, Mgr., 402 Sedgwick Bldg., WICHITA, KANSAS

## Grain Shippers

and in fact all grain men who are wide awake and on the alert to get onto all the ins and outs of the grain business, subscribe for and read the Grain Dealers Journal.

**Lightning Can't Strike**  
*if* Illustrated Book on Lightning Free.  
Explains kind of rods that protect.  
W. C. SHINN, 147 N. 16th St. Lincoln, Neb.  
**Shinn Gets There First**



## UNIVERSAL GRAIN CODE

For use of

## Grain and Milling Trades

*We recommend it. The trades endorse it.*

**Save telegraph tolls. Keep your business to yourself. Prevent Expensive Errors.**

Its 146 pages contain 13,745 expressions, printed on policy-bond paper, and bound in black flexible leather—size 7x4 $\frac{5}{8}$  inches.

**Price \$3.00**

**GRAIN DEALERS JOURNAL**

315 So. La Salle St.

Chicago, Ill.

## Grain Scale Book

Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

In using this book the dealer minimizes the chance of making errors by posting from original entries.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10 $\frac{1}{2}$ x15 $\frac{1}{2}$  inches. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. Price. \$2.50.

**GRAIN DEALERS JOURNAL**

315 So. La Salle Street

CHICAGO, ILL.

## THE ELLIS DRIER

is built for those who want *only the best* in grain drier equipment. Our guarantee as to capacity and quality of work produced is absolute.

## THE ELLIS DRIER COMPANY

GRAIN  
DRIERS

Postal Telegraph Bldg.  
Chicago, Ill.

OAT  
PURIFIERS

**WELLER-MADE**

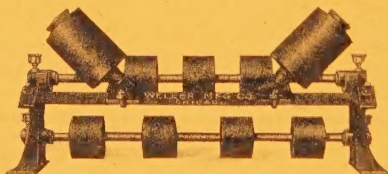


**Cold Rolled Screw Conveyor**

The best made—wears longer—easiest repaired.

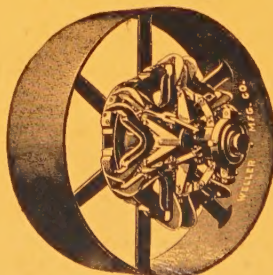


**Bucket Elevators**  
For the smallest country elevator or for largest terminal houses.



**Belt Conveyor Equipment**

Everything for belts from 10 to 60 inches wide.



**Friction Clutch Pulleys**

We make more kinds and styles of Friction Clutches than any other concern.

Everything  
for the  
Elevator  
from  
Pit to  
Cupola

General Catalog G-20

**Weller Mfg. Co., Chicago**



The Washburn-Crosby Company of Minneapolis has had installed in its elevator

**The DAY**  
**Dust Collecting System**

When considering dust collectors or dust collecting systems, no matter how small or large, or how many or how few, write

**THE DAY COMPANY**

Minneapolis, Minn.